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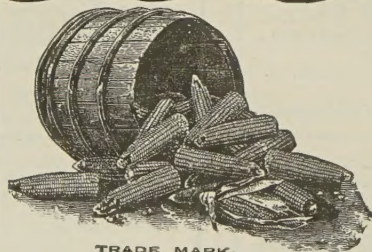
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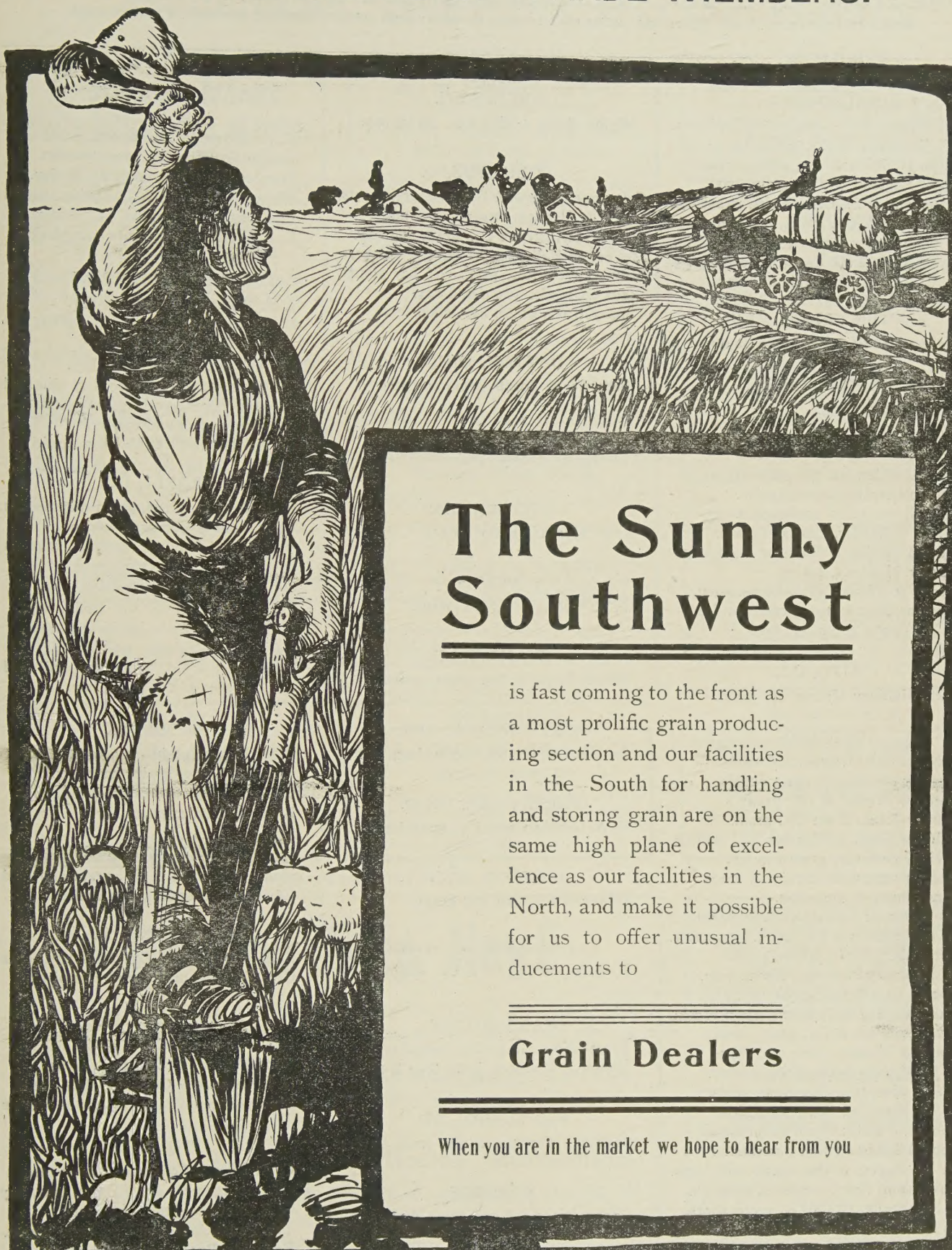
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Bartlett, Frazier & Co., grain.
Bentley-Jones Grain Co., grain.
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Van Ness & Wilson, grain receivers.
Warner & Wilbur, grain commission.
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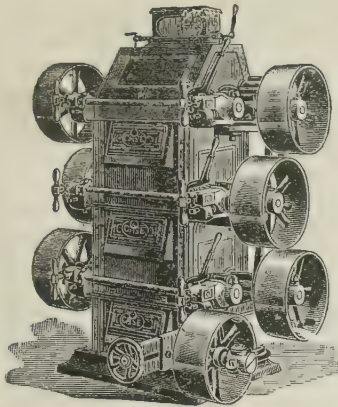
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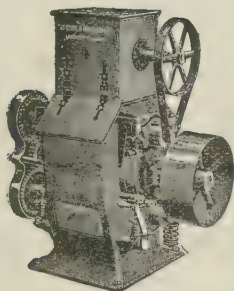
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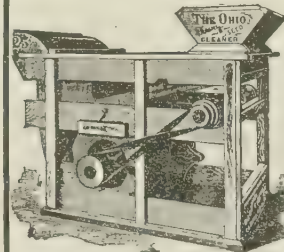
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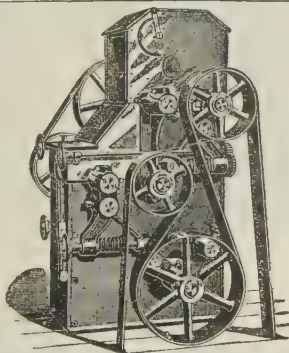
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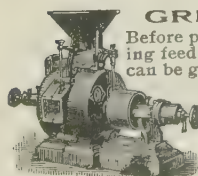
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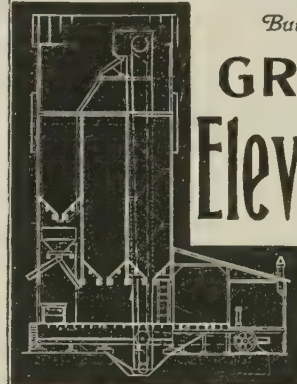
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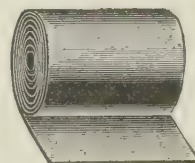


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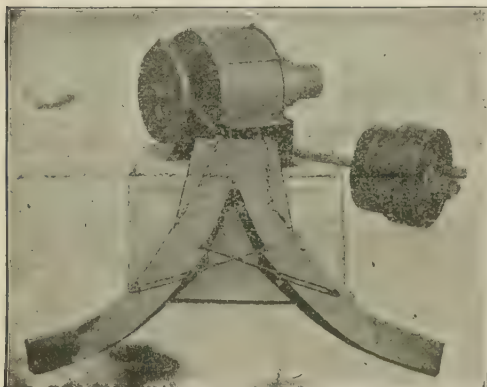
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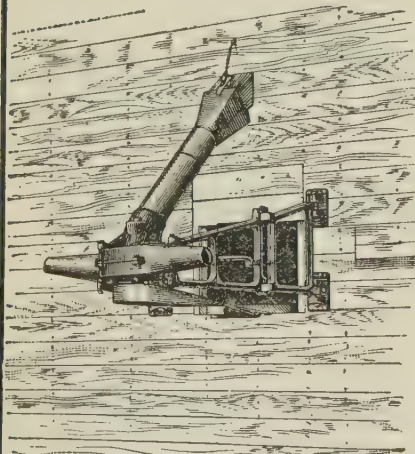
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Improved Ideal Car Loader



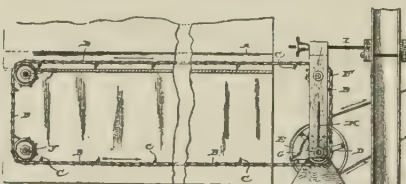
Manufactured at Allenville, Ill. Loads any size car from end to end and full to the roof with but very little power. Does not crack grain. Does not blow the grain, thus sorting the light and heavy and causing off grades. Pays for itself in a short time. Hundreds in use giving universal satisfaction. Can we interest you by saving you money? Sold subject to 30 days' trial at your elevator. Write for catalog giving full particulars.

The Ideal Car Loader Co.,
ALLENVILLE, ILL.

A. H. RICHNER

Designer and
Builder of **GRAIN ELEVATORS**

Also manufacturer of the Richner Chain Grain Feeder. Elevator and Mill Supplies of all kinds.



Write for Special Prices. Address

A. H. RICHNER, Crawfordsville, Ind.

ELEVATOR BUCKETS

The Fuller Patent Steel Bucket is stronger, will carry more and make better delivery than any other.

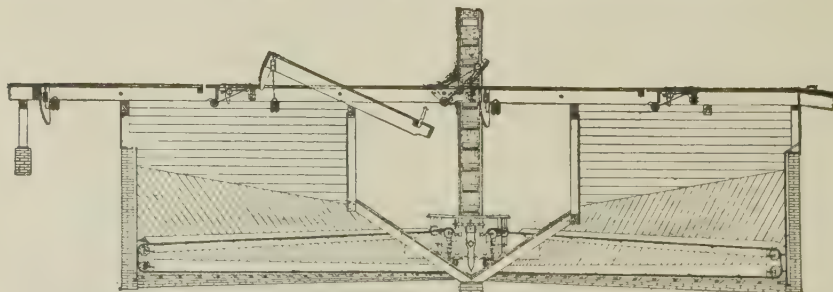


MADE BY

Cleveland Elevator Bucket Co.,
Cleveland, Ohio.

If You Want to Reach

The Grain Dealers of the Country
Advertise in the Grain Dealers Journal.



A Constant Grain Feeder Conveying Grain from Three Safety Wagon Dumps to One Stand of Elevators.

Made by **B. S. CONSTANT CO.,** Bloomington, Ill., Designers of
Grain Elevators and Manufacturers of Grain Cleaning and Elevator Machinery.

GRAIN ELEVATOR SUPPLIES.

A GRAIN SPOUT

That will load cars without shoveling.

It is worth its weight in gold.

It will save you in labor all it costs in less than a month.

Send for Prices to

H. SANDMEYER & CO., Peoria, Ill.



Minneapolis, Minn.

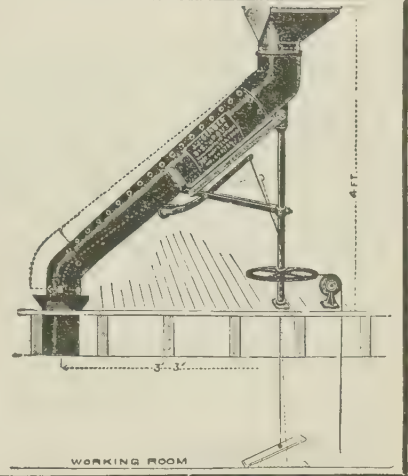
The above City is where the **Gerber Improved Distributing Spouts** are manufactured.

USERS ARE PLEASED WITH THEM.

Patented May 15, 1900, Feb. 18, 1902.

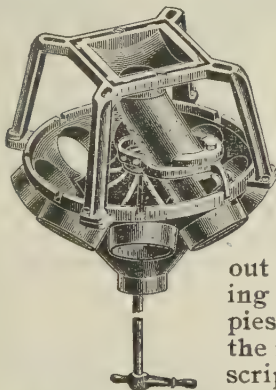
ELEVATOR SPOUTING A SPECIALTY.

**JAMES J. GERBER
MINNEAPOLIS, MINN.**



HAD GOOD RESULTS,

Siebers Bros., Buckley, Ill.: "Discontinue our adv., as we have sold the engine. Have had many inquiries."



The Improved Hall Automatic Overflow Signalling Grain Distributor

is becoming the general favorite with the elevator trade. No elevator complete without it. The cost and maintenance of your building materially reduced by its installation. Occupies the least space of any distributing system on the market. For proof send for illustrated descriptive booklet and circular.

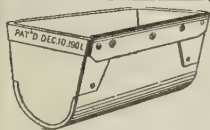
HALL DISTRIBUTOR CO., 222 FIRST NATIONAL BANK BLDG., OMAHA, NEBRASKA.

ELEVATOR SUPPLIES

Wagon, Hopper, Portable, Dump Scales, Gasoline Engines, Grain Cleaners

Write for Catalog of Complete Elevator Equipment

**C. D. HOLBROOK & CO.
Minneapolis, Minn.**



Welfle's ELEVATOR BUCKET

Least expensive, most substantial on the market made by

JOSEPH WELFLE, Hamler, O.

GRAIN ELEVATOR MACHINERY



GRAIN CONVEYOR

GRAIN TRIPPERS, CAR PULLERS, SPOUTING, BELT CONVEYORS, WAGON DUMPS, SHAFTING, PULLEYS, GEARING, FRICTION CLUTCHES, ROPE SHEAVES, LINK BELTING, SPROCKET WHEELS, Etc.

Send for New Catalog No. 28.

LINK-BELT MACHINERY CO.

Engineers, Founders, Machinists.
CHICAGO, U. S. A.



Birchard Improved Distributor

Can be installed in an elevator without changing any of the spouting and overhauling the house.

Write for descriptive circulars.

**Downie-Wright Mfg. Co.
P. A. Kilner, Manager,
York, - - - Nebr.**

CLARK'S GRAIN BOOK

Is a Record and Memorandum Book for the use of country dealers.

It is 9½x12 inches, contains 400 pages of heavy manilla paper, bound with board covers, leather back and corners. Each page is ruled into 12 uniform sized squares. Each square is used to keep a record of each load of grain, there being room enough to write the farmer's name, kind of grain, gross, tare and net weights and to figure how much it comes to at the ruling market price. Price \$2.00.

For Sale by

**Grain Dealers Company,
255 La Salle St. Chicago, Ill.**



HICKORY Grain Shovel Handles

Made from second growth hickory—never break.

Style B.

Made in two styles.

**N. Geisen & Co.
Armour, Ind.**

To Successfully Handle This
Year's Crop the Most Efficient

OAT CLIPPERS, WHEAT CLIPPERS AND WHEAT SCOURERS

will be required, therefore you will do well
to thoroughly investigate the merits of the

"EUREKA"

THEY HAVE MORE CAPACITY, BUILT STRONGER, CLIP AND SCOUR WITH LESS
WASTE, AND DO BETTER WORK THAN ANY OTHER. CAN MAKE PROMPT SHIPMENTS.

THE S. HOWES COMPANY

"EUREKA" WORKS,

SILVER CREEK, N. Y.

ESTABLISHED, 1856.

B. F. RYER, 11 Traders Building, Chicago, Ill.
J. N. HEATER, Care of Savoy Hotel, Kansas City, Mo.

Skillin & Richards Mfg. Co.

CHICAGO, ILL.

CONVEYING AND ELEVATING MACHINERY—Pulleys, Hangers and Shafting.
FRICTION CLUTCH PULLEYS—Rope Transmission, Link Chain Sprockets, Salem Buckets.

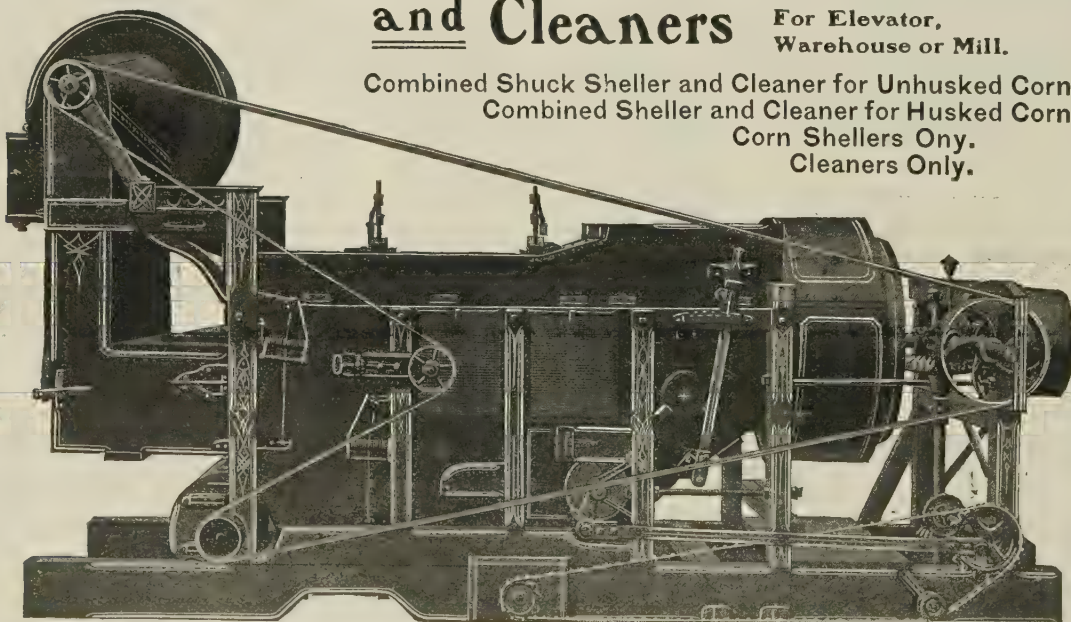
MILL AND ELEVATOR SUPPLIES OF ALL KINDS.

New Process Dustless Cylinder Corn Shellers and Cleaners

For Elevator,
Warehouse or Mill.

Combined Shuck Sheller and Cleaner for Unhusked Corn.
Combined Sheller and Cleaner for Husked Corn.
Corn Shellers Only.
Cleaners Only.

CLEAN CORN
CLEAN COBS
CLEAN HUSKS



Favored by Insurance Companies
Because Husks are Carried
Out of Building.

The New Process Combine Shuck Sheller and Cleaner shown above is the only machine that can be
fitted for either Husked Corn of Northern States or the Unhusked Corn of Southern States.

Send for our Catalog of **EVERYTHING** used in an **ELEVATOR, WAREHOUSE** or **MILL**.

MARSEILLES MFG CO. MARSEILLES
ILLINOIS....

Branches { Peoria, Ill., Council
Bluffs & Cedar Rapids
Ia., Kansas City, Mo.

FIRE INSURANCE

**MILL OWNERS
MUTUAL FIRE INSURANCE CO.**
Des Moines, Iowa.
Insures Mills, Elevators, Warehouses and
Contents. Oldest Flour Mill Mutual
in America. Saved to Members
nearly \$1,000,000.
J. G. SHARP, Secretary, Des Moines, Iowa.

Reliable Insurance...

on Modern elevators and Contents can be
secured at about one-half the rates
charged by stock companies by addressing

MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

CHARTERED, 1865 ASSETS, \$2,721,893
NET CASH SURPLUS, \$469,382.27
W. L. Barnum, Secy.

INDIANA MILLERS MUTUAL FIRE INSURANCE COMPANY

OF INDIANAPOLIS, IND.

JAN. 1, 1902.
Gross Premium Notes.....\$697,501.33
Surplus to Policy Holders..... 697,351.55
Dividends Paid Policy Holders..... 238,566.84
Cash Assets..... 119,924.77

**MILLS AND ELEVATORS ONLY
PURELY MUTUAL**

A liberal policy issued.
Losses paid when adjusted and NO DIS-
COUNT demanded. Address,
E. E. PERRY, Secretary.

Michigan Millers Mutual Fire Insurance Co. of Lansing, Michigan.

21 Years Successful Business.

Assets.....\$958,473.31
Losses Paid..... 718,556.00
Net Cash Surplus, 214,743.50

50% DIVIDENDS 1899
1900
1901

Insures Flour Mills, Grain and Elevators.

FLOATER GRAIN INSURANCE

Special attention to Open Floater Policies
in the best Stock Companies.
Insurance follows grain up and down as the
quantity stored in each house changes. Will
ALWAYS have insurance where you have grain.
Simple, Sure, Economical. Investigate,
and you will find it absolute protection and cheap.
Business handled anywhere. Write us.
H. H. LANTZ & CO. DES MOINES, IOWA
25 years' experience. Best of references.

Notice of Insurance Company Meeting.

It is with pleasure that we announce a
full success in organizing the Grain Deal-
ers National Fire Insurance Company for
the grain dealers. The interest taken in
this undertaking with the class of en-
dorsements and patronage has probably
never before been equalled by a mutual
organization. With one exception, no com-
pany has accumulated over one-half as
much business for a charter, and none so
quickly. The commissioners were ap-
pointed to act on Sept. 16th. The first
soliciting was done on Sept. 23d, and
Dec. 23d the work will be completed.

There is not time or opportunity to
make statistics of the business. The char-
ter will be granted for the \$100,000 in
premium notes and \$20,000 cash. There
will be about \$650,000 at risk on about 240
properties with a liability of not destroy-
ing more than one by any one fire. The
average policy is \$2,500 and in no case to
exceed \$5,000. The quality of the busi-
ness we believe will average physically
above the normal and be further improved
by future inspections. We have records
that only about one member in twenty has
ever lost an elevator by fire, and about one
in twenty-five has any indebtedness. We
feel it a matter of self congratulation by
every member for the part he has taken.
The foundation is laid for a solid suc-
cessful company.

According to the declaration of asso-
ciation it is our duty to call a meeting
of the stockholders or applicants for in-
surance for the purpose of electing a sec-
retary and board of not less than five di-
rectors of the company, to serve as such
until the third Wednesday of January,
1904, and until their successors are elected.
This meeting we herewith call for Tues-
day, December 23d, 1902, at 2:30 o'clock
p. m., to be held at the Board of Trade
Building, Indianapolis, Indiana. The by-
laws will also be adopted at the same
time.

It is intended to date and mail the poli-
cies on Dec. 24th, unless other dates
have been arranged. A copy of the by-
laws will be mailed as soon as printed.

C. A. McCotter,
C. A. Reynolds,
J. W. Sale,
Commissioners.

The Cuban climate is said to produce
four crops of corn a year.

Special trains of homeseekers are leav-
ing Illinois for the rice fields of Texas.

Corn oil measuring 2,085,587 gallons
was exported during the seven months
prior to Aug. 1; compared with 2,857,570
gallons exported during the correspond-
ing months of 1901.

"The Special Car Mover" IS PUTTING IT MILD "The Special Train Mover" IT SHOULD BE STYLED



SHIPPED ON TRIAL

Does not work on rail and expend its power at
nearly dead center, but has advantage of full
length of crank or radius of wheel. Moves a car
6 to 12 inches at each stroke on a level track.
Price \$5.00 F. O. B. Sac City, Iowa. Shipped C.
O. D., subject to 10 days' trial and acceptance.

THE CONVEYOR CAR LOADER
Leads in its line. Carries grain from chutes
that are low down and any distance from track.
The new plan rope-drive connections furnished
solves problem of loading from any number of
chutes. Shipped on trial.

THE INCLINE ELEVATOR AND DUMP
and Storage System is the best and cheapest
ear corn and small grain storage. Grain deal-
ers, feeders and farmers plants solve the prob-
lem of cribbing ear corn, etc., without shovel-
ing. Attracts the most profitable part of the
business. Write for full particulars.

H. KURTZ & SON, Sac City, Iowa.

Grain Trade Books

of all kinds can be obtained at the office of the
GRAIN DEALERS JOURNAL, CHICAGO.

AN AD AND THE RESULTS.

HIGH GRADE Buckeye Engine for
sale; in first-class condition; cylinder
10x14; 2 drive wheels 60-in. diam., 4-in.
steam pipe; will develop 75 h. p. A. Col-
vert, Attica Ind.

Attica, Ind., Sept. 9, 1901.

GRAIN DEALERS JOURNAL,
Chicago, Ill.

Gentlemen: Enclosed please find check for
advertising engine. Kindly discontinue ad in
Grain Dealers' Journal as it has already sold
my engine, and oblige,

Yours very truly,
A. COLVERT.

MODERN POWER TRANSMISSION ENGINEERING

exemplified with typical installations in each issue of

Power and Transmission

(American Edition — English Edition)

Of special interest to those contemplating mill or factory improvements.
Sample copy free. Address:

THE DODGE MANUFACTURING CO., MISHAWAKA, IND., U.S.A.
MANUFACTURING ENGINEERS.

BRANCHES — Boston; New York; Chicago; Cincinnati; Atlanta; London, Eng.

POWER FOR GRAIN ELEVATORS.



THE Columbus Gas and Gasoline Engines.
Simple, effective, easily started and adjusted.
Columbus Machine Co.
COLUMBUS, OHIO.
Send for Catalog No. 39



Gasoline Engines
Especially adapted for elevator use.
Fremont Foundry & Machine Co.,
Fremont, Neb.

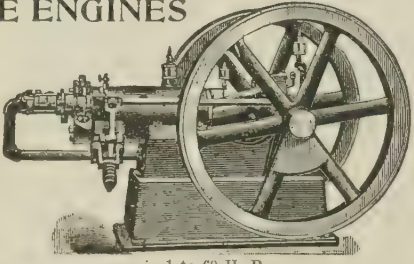


"NEW ERA" Gas Engines
For Gas or Gasoline. Sizes 5 to 80 H.P.
NEW ERA IRON WORKS,
86 Dale Avenue, DAYTON, OHIO, U. S. A.


THE CHEAPEST POWER PLANT ON EARTH
Is the Gasoline Engine. Learn something to your advantage about
McMullin Engines
by writing us. Catalog and prices on application.
McMullin Motive-Power and Construction Co.
404 Royal Insurance Bldg., CHICAGO.



HOWE SCALES AND HOWE ENGINES
Can you get anything better?
Can you get anything as good?
INVESTIGATION WILL DETERMINE.
Grain Testers, Grain Scoops, Bag Holders, Car Starters, Conveying and Elevating Machinery.
CATALOGS.



The Ball-Bearing Scale.



1 to 60 H. P.
Wagon, Dump, Hopper, and Grain Scales.
Double or Compound Beams.
Steel Frames.

St. Louis, Kansas City, Minneapolis, Cleveland. **Borden & Selleck Co., Chicago, Ill.**

Grain Dealers' Scale Tickets.

BOOK NO. 51.

This scale book contains 100 pages 8x11½ inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents, Due to or order and Weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighed, Date, Gross, Tare and Net pounds, Net.... bushels.... pounds, Price, Dollars and Fees.

It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

Book No. 51, Price 75 cent. Address

GRAIN DEALERS COMPANY
255 La Salle Street. - Chicago, Ill.

The Gas and Gasoline Engine and Its Age

By NORMAN & HUBBARD

Is a practical hand-book of questions and answers on any difficulty that may arise in the care, management and operation of a Gas or Gasoline Engine. It is a reference book for users and those contemplating the purchase of a gas or gasoline engine.

It gives a historical review of the growth of the gas and gasoline engine and the features that are essential to the good working of a gas or gasoline engine. It gives a long list of questions and answers which are invaluable to users, describes an indicator, the pounding of engines, precautions in running a gas engine, etc. It also gives a description of nearly all the prominent makes of American engines, besides a very complete set of rules and tables, which are invaluable to operators of engines. This book is of convenient size, well bound in cloth covers, printed on book paper, and profusely illustrated. Price \$1.00.

FOR SALE BY
GRAIN DEALERS COMPANY
255 LaSalle St., CHICAGO, ILL.

RECEIVERS

who want to reach the regular grain dealers of the country use space in the GRAIN DEALERS JOURNAL.



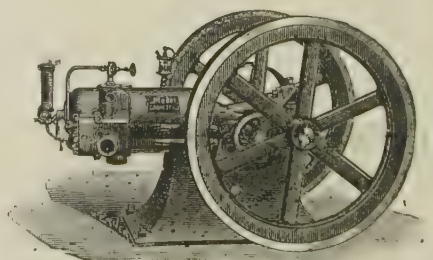
ORIGINAL LEWIS GASOLINE ENGINES
Most Popular and Reliable for
**GRAIN ELEVATORS
WATER WORKS
ELECTRIC PLANTS**
Don't be bothered with a cheap, inferior engine. It will always make you trouble and be the most expensive in the end.
Buy a Lewis at the start. It is acknowledged to be standard in all respects.
J. THOMPSON & SONS MFG. CO., Beloit, Wis.

THE MODEL GASOLINE ENGINES

Are adapted for use on either gas, gasoline or ordinary kerosene oil. They are simpler in construction, therefore less likely to get out of order than any other. Write for catalog and prices.

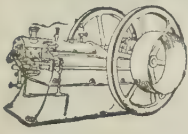
**MODEL GAS ENGINE CO.,
AUBURN, IND.**

Marselles Mfg. Co. Western General Sales Agents, Marselles and Peoria, Ill., and Council Bluffs and Cedar Rapids, Iowa.



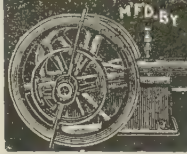
POWER FOR GRAIN ELEVATORS.

THE BAUER GASOLINE ENGINE



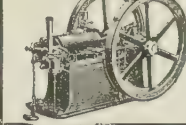
Is better adapted to the needs of the grain elevator man than any other.
WRITE FOR DESCRIPTION.
Bauer Machine Works,
Kansas City, Mo.

LENNOX GAS ENGINE



WFD. BY LENNOX MACH. CO.
MARSHALLTOWN, IA.
WRITE FOR CATALOGUE
of Elevator Engines.

BRUNNER ELEVATOR ENGINE FOR GRAIN ELEVATORS



From 1 to 30 H. P.
Write for descriptive circular.
CHARLES BRUNNER, Mfr
PERU, ILL.

Burger Automatic Gasoline Engines are Perfect

in mechanical construction, so when buying one for your elevator don't stop short of the best. Write us today.
WOOLLEY FOUNDRY AND MACHINE CO.
ANDERSON, IND.

Gas Engine Books

Operators of gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.

THE PRACTICAL GAS ENGINEER, by E. W. Longanecker, M. D., Price, \$1.00.

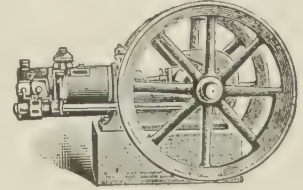
THE GAS AND GASOLINE ENGINE, by Norman & Hubbard, Price, \$1.00.

THE GAS ENGINE HANDBOOK, by E. W. Roberts. Price, \$1.50.
For any of the above address,

Grain Dealers Co.,
255 La Salle St. Chicago, Ill.

The Last Six Months

ending with November have been the most prosperous in the history of this Company. More and larger engines have been sold. More pleased and satisfied customers added to our list than for any previous like period. This is gratifying and we thank our friends for the business; but we thank them even more for the confidence they have shown in the "OTTO" engine, and among them all there is not a single case of misplaced confidence. If looking for an engine bear in mind that 60,000 others are using "OTTOS."



THE OTTO GAS ENGINE WORKS
Chicago Representative, T. W. SNOW, 360 Dearborn St. PHILADELPHIA, PA.

FREE to SUBSCRIBERS

If any subscriber to the Grain Dealers Journal desires a copy of the GRAIN DEALERS AND SHIPPERS GAZETTEER for 1899-1900, they can obtain one by sending 25 cents in stamps to prepay express charges. This book is said to contain the Freight Agents Official Lists of Grain Dealers and Millers on over 100 lines of Railroad. The names are arranged by railroads. The book contains over 200 pages and is well bound in cloth with flexible cover.
Address, GRAIN DEALERS JOURNAL, 10 Pacific Ave., Chicago, Ill.

PURIFIED GRAIN

Commands a premium in every market, which is perfectly natural. All trace of smut, must and mold odors, also water stains, are entirely removed.

Ten years' experience in operating and building purifiers has shown us what is needed to do successful and practical work. Our experience should be worth something to you.

A Grain Purifier

On which letters patent have not yet been issued is not a safe machine to buy, and you may get a law suit with it.

The essential features of our Purifier are fully covered by U. S. Letters Patent No. 592691, issued Oct. 26, 1897, and whoever uses same without our permission is liable for damages for infringement. Write for particulars to

The American Grain Purifier Constructing Co.

DAVENPORT, IOWA, or KENTLAND, IND.

THE CLIPPER SEED CLEANERS

This cut shows our No. 7 SPECIAL SEED CLEANER with Traveling Brushes, and to which we can add our Special Air Controller, if it is desired.

This machine is absolutely unequaled as a cleaner—moderate in cost and of medium capacity—for handling all kinds of seeds—Clover, Timothy, Red Top, Blue Grass, Millet, Flax, etc., and is equally as good for all kinds of grain.

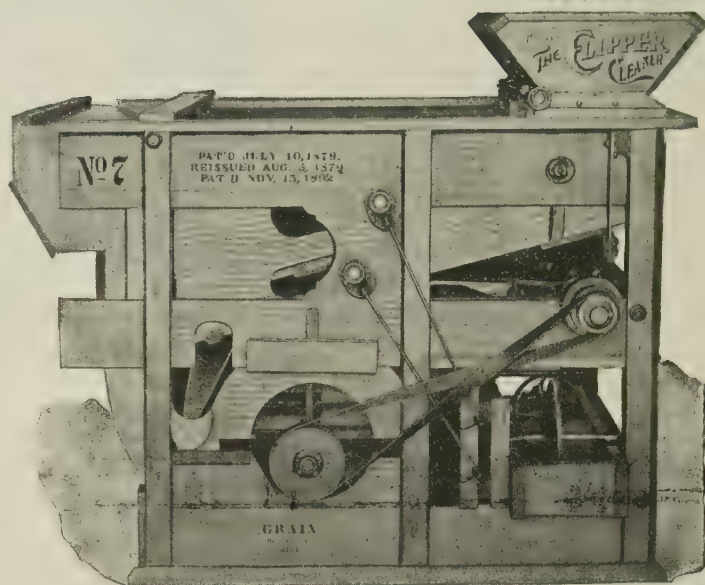
The Traveling Brushes KEEP the SCREENS CLEAR WITHOUT PERSONAL ATTENTION, and help to maintain the full capacity of the machine at all times.

The Special Air Controller permits regulating the air blast to EXACTLY MEET THE REQUIREMENTS OF LIGHT OR HEAVY STOCK, which is OF THE GREATEST IMPORTANCE IN CLEANING FINE SEEDS.

This machine is guaranteed to be first-class in every particular, to require a small amount of power, and to give entire satisfaction in the work for which it is recommended.

FOURTEEN of these machines sold to one seed firm, and TWENTY-THREE to another, THIS YEAR FOR THEIR OWN USE.

Sample Plate of perforations and new Catalog mailed on request.



A. T. Ferrell & Co., Saginaw, Mich.

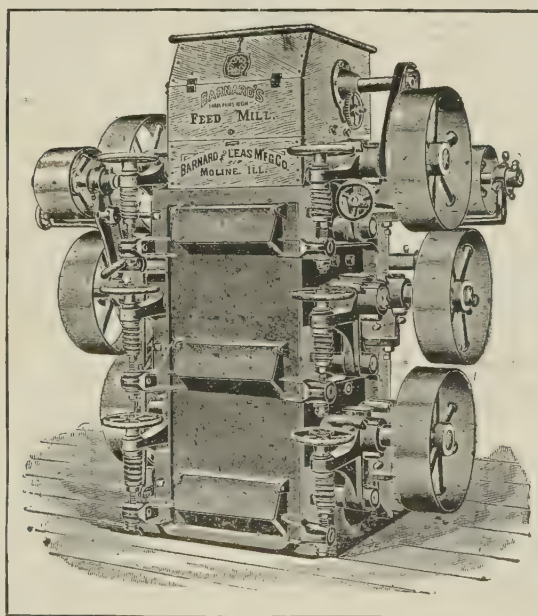


Table Meal

When large capacity and fine grinding is desired, Barnard's Three Pair High Feed Mill will meet all requirements.

It is specially adapted for grinding fine table meal, pearl meal, linseed meal, rye or barley. Its adjustments are very simple and it is compact, strong and durable. We also make The Willford Three Roller Feed Mill, Cob Crushers, Corn Shellers and Cleaners, Separators, Scourers and Oat Clippers, and furnish all kinds of mill and elevator supplies.

BARNARD & LEAS MFG. CO., - MOLINE, ILL.

BUILDERS OF ELEVATORS AND ELEVATOR MACHINERY.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ELEVATORS FOR SALE.

ELEVATORS for sale or trade for farms. W. A. Thompson, Attica, Ind.

TWO modern elevators in central Iowa; capacity each 35,000 bu.; price, \$9,100. G. W. Post & Son, Lehigh, Iowa.

ELEVATOR, 8,000 bu for sale at a bargain; on P. C. & St. L. Ry. Lock Box 98, Sulphur Springs, Ind.

EASTERN ILLINOIS elevator at good shipping station in grain country for sale. Address Collier & Songer, Free-land Park, Indiana.

ELEVATOR for sale, 40,000 bu. cap., cribs 5,000 bu.; coal house; fine point; 250,000 to 300,000 bu. annually; 7 miles from state university. Handle hardware and implements. Address No. 64, Bondville, Ill.

ELEVATOR in Illinois for sale; 17,000 bu capacity, almost new; 6-horse gasoline engine. Handled last year about 100,000 bu.; 5-cent local to Chicago. Address X. Y. Z., box 11, care Grain Dealers Journal, Chicago.

ELEVATOR on St. Paul road in good grain country for sale. Corn crib, 10-h.p. engine, scale; everything complete for \$3,000. Capacity 12,000; shipped last year 85 cars. Address L. M., Box 10, care Grain Dealers Journal, Chicago.

N. E. KANSAS elevator of about 10,000 bu. cap.; gasoline power; sheller; cleaner; hopper scales. Very large territory; one competitor; station ships 300,000 bu. Price \$6,000, no trade. Address M. D., box 9, care Grain Dealers Journal, Chicago.

ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modernly equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, box 9, care Grain Dealers Journal, Chicago.

NORTH DAKOTA elevator for sale, 40,000 bushels capacity, nearly new; 6-H. P. gasoline engine, cleaner; in a large town in N. Dakota with good schools, etc. Price, \$5,500, one-half cash down. Owner has satisfactory reasons for selling. This is a snap for some man who wants to make his home in the state. Apply to Northam, box 11, care Grain Dealers Journal, Chicago.

ELEVATOR at one of the best flaxseed and wheat shipping stations on the Great Northern Railroad in Dakota will be sold at a low price and on easy terms as we have no further use for it. House well built, of crib construction and modernly equipped in every respect. Will bear the closest investigation. Good opportunity for live grain man who desires fine schools and social opportunities for his family. Address Webster, 72 Traders Bldg., Chicago, Ill.

ELEVATORS FOR SALE.

ILLINOIS elevator at sacrifice or exchange for real estate; must be sold. W. L. Cadle, 440 Canal-st., Chicago.

A GOOD elevator, and hay, coal, feed and flour trade in connection. Crop prospects never better. Good reasons for selling. Address A, box 2, care Grain Dealers Journal, Chicago.

LINE of six elevators for sale in central and three in eastern Illinois. Six in Indiana, one in Ohio and one in Iowa. Some rare bargains to offer if taken soon. List your elevators for sale with me. Aaron Smick, Decatur, Ill.

ELEVATOR and 360 frontage on side track at Mt. Carroll, Ill., for sale to close estate. Capacity 40,000 bu.; gasoline engine and dump. Good opening for right man. For particulars inquire of N. H. Halderman, Mt. Carroll, Ill.

TWO elevators for sale in northern Indiana. One on the main line of the P. F. W. & C. R. R., the other on the Vandalia. Located in good residence towns and in the best grain producing section of Indiana. Address Plymouth Novelty Mfg. Co., Plymouth, Indiana.

TWENTY thousand bu. capacity steam elevator, with cribs of 40 thousand bu. capacity; all in first-class repair. Good wheat and corn crops this year; a very large acreage of fall grain sown and in fine condition. Good reasons for selling. J. H. Swan, Moorefield, Neb.

ELEVATOR for sale. One of the best locations in western Iowa; main line of Rock Island; 35,000 bu. capacity; corn sheller, cleaners, 500-bu. hopper scale; gasoline power. Good reasons for selling. This property will not be on the market but for a short time. B. S., box 11, care Grain Dealers Journal, Chicago.

ELEVATOR, 40,000 cap'y, in fine repair; new Fairbanks 12-h.p. gasoline engine; five town lots; corn crib; new 70-ton coal house. One other elevator. Good school and church town of 300, and best of land; point shipping 300 cars per year. Any person buying this plant is not buying a fight. Price, \$6,000. C. H. Whitaker & Son, Ellsworth, Ill.

ELEVATORS FOR RENT.

FOR SALE OR RENT—Elevator, lumber and coal business; as I wish to retire from business. Address John Butzer, Hillsdale, Ill.

STEEL STORAGE TANK, 55,000 bu. capacity, to lease, with track, track scale and elevator privileges. Address T. G. White, Cedar Rapids, Ia.

ELEVATORS WANTED.

WANT to buy elevator in good town; prefer central Ill. C. I., box 10, care Grain Dealers Journal, Chicago.

WANT to rent elevator with a view of buying. Must be in good corn and oats belt. B. C. J., box 11, care Grain Dealers Journal, Chicago.

WANTED TO RENT, with view of buying if situation is satisfactory, elevator in Illinois or Iowa. W. J., box 12, care Grain Dealers Journal, Chicago.

WANTED—An elevator in western Indiana, 10,000 to 30,000 capacity, handling from 100,000 to 300,000 annually; up-to-date house. Henry Orr, Matthews, Ind.

IF you want to sell your elevator, advertise it in the "Elevators for Sale" column of the Grain Dealers Journal. This will place your property before all probable buyers and insure your getting a good price for it.

WANTED to buy at once, an elevator in good repair, located within 200 miles of Peoria, Ill. Must have shipped an average of 120,000 bu. per year for last 3 years. Address M. C., care W. T. Jones, 301 Main-st., Peoria, Ill.

ELEVATORS WANTED. If you wish to sell or lease your elevator, list same with us. It costs nothing unless sale is made, and then only \$1. for each sale resulting. Elevator Agency, 72 Traders Bldg., Chicago, Ill.

SCALES FOR SALE.

SCALES, 2d-hand, all sizes, also new ones cheap. Chicago Scale Co., Chicago.

HOPPER SCALE for sale, 60-bushel Fairbanks. C. D. Holbrook & Co., Minneapolis, Minn.

ONE 42-ft. and one 44-ft. 75-ton Fairbanks R.R. Track Scales for sale. Standard Scale Co., Station A, Kansas City, Mo.

SCALES WANTED.

SCALES not in use can be sold quickly and at small cost by advertising in our department, "Scales for Sale."

**TO BUY
SELL
RENT or
LEASE an
ELEVATOR**

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, yet cost you only 15 cents per line. Try it.

LOCATIONS For FACTORIES and other INDUSTRIES on the BELT RY. of Chicago. Ample Car Supply. Low Rates. Quick Time. (The Inner Belt.) Address, B. THOMAS, Pres. and Gen. Mgr., Dearborn Station, Chicago.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

MACHINES FOR SALE.

SECOND-HAND CLIPPER MILLS for sale. Apply to the Albert Dickinson Co., Chicago, Ill.

WILLFORD 3-roller mills for sale; one No. 1, one No. 2. C. D. Holbrook & Co., Minneapolis, Minn.

A MILLING separator, another bargain. Cleans corn, oats and seed wheat. B. S. Constant Co., Bloomington, Ill.

CORN cleaner, Barnard & Leas, No. 2, double cylinder, good condition. Will sell cheap. I. R. Kennard, Moran, Ind.

TWO No. 4 Eureka Clippers; good condition. Sell because I have not power enough to run. D. N. Dunlap, Fontanelle, Iowa.

FOR BARGAINS in secondhand machinery write for Circular No. 16;; new list of machines at cut prices. A. S. Garman & Sons, Akron, Ohio.

SEND for our list of new and second-hand shellers, cleaners and meal and feed grinding machinery, mill and elevator supplies. The E. E. Hollister Co., 116 North Front-st., Quincy, Ill.

LARGE BARLEY AND WHEAT REEL, about good as new; 60 reels, an exceptionally fine machine for taking out all kinds of seeds and small kernels. Cost \$400. Will take \$100 cash. S. D. H., box 4, care Grain Dealers Journal.

FEED MILLS for sale: No. 6 Scientific; 16-in. burr mill; 20-in. Monarch Burr Mill; 24-in. Straub Vertical Burr Mill; one Bear & Co. Grain Cleaner & Separator. Monarch Mill & Supply Co., Blymyer Bldg., Cincinnati, O.

OAT CLIPPER for sale at low price, as we have no use for it. Machine does very good work and can be run at 200 to 1,000 bu. per hour, requiring 5 to 25 h.p. Best made. Address J. B., box 7, care Grain Dealers Journal, Chicago.

ONE No. 8, 4 No. 5 and 5 No. 4 Knickerbocker Cyclone Dust Collectors; No. 9 Monitor Oat Clipper; 2 No. 9 Monitor Warehouse Receiving Separators; 2 Twin City Succotash Machines, 100 to 250 bu.; 2 flax machines, 100 to 150 bu.; 4 friction clutch pulleys, 48x8; 3 36-in. and 1 76-in. 5 gr. friction clutch sheaves, 1-in. rope. G. T. Honstain, 313 3d st., S., Minneapolis, Minn.

MACHINES WANTED.

WANTED—Grain elevator men who want grain handling machinery of any description, new or second-hand, can get their wants promptly supplied by advertising them in this department.

GRAIN WANTED.

RYE and buckwheat grain wanted. Oneonta Milling Co., Oneonta, N. Y.

BUCKWHEAT GRAIN WANTED. Address H. H. Emming, Golden, Ill.

WANTED—In car lots: Pop corn, Siberian millet, alfalfa seed and black oats. W. H. Small & Co., Evansville, Ind.

SITUATIONS WANTED.

WOULD like a traveling position for good grain and seed house. Territory in Ohio, Ind. and Ill. Or an organizer for grain associations. Will furnish the best of references. Box 35, Antwerp, O.

SITUATION wanted, with grain-dealer, by temperate, single man, having had 25 years' experience buying, selling and milling grain, on road and in office. References. Fremont, box 9, care Grain Dealers Journal, Chicago.

SITUATION wanted by a single young man with grain firm. Understand buying and selling grain, also billing and routing. Good correspondent. Am a stenographer. Best of references. Address H. E. C., Box L, Battle Creek, Mich.

WANTED—Position as manager of station or cleaning house; 5 years' experience in cleaning house; 2 years at country station. Can handle the trade. Married; best of references. Address Lock Box 247, Roland, Iowa.

SITUATION wanted. Young man, single, in grain or brokerage. First-class accountant and correspondent. Understands freight and financing. Nine years' experience; best of references. Ajax, box 10, care Grain Dealers Journal, Chicago.

WANTED, by experienced young man, position as bookkeeper in grain office at Chicago or Buffalo. Have had 14 years' experience in handling grain and keeping books for a line firm. Best of references. L. N., box 11, care Grain Dealers Journal, Chicago.

POSITION wanted with good grain firm as road man and grain buyer. Six years' experience in this work; first-class reference; personally acquainted with grain trade thru Indiana, Illinois and Ohio. Please address R. J. Sullivan, Sheldon, Ill.

A POSITION as business manager in good up-to-date mill or elevator; 15 years' experience in flour and grain trade. Gilt edge references as to character and ability. Southwest territory preferred. Address S. W., box 10, care Grain Dealers Journal, Chicago.

A YOUNG MAN, experienced in office details of a country elevator, and buying, receiving, selling and shipping grain, desires a position (Indiana or Illinois preferred). Best of references from present employers. Address S. G., care Caldwell, Barr & Co., Earl Park, Ind.

PARTNERS WANTED.

PARTNER wanted, with \$6,000, to engage in the grain business. Address Illinois, box 8, care Grain Dealers Journal, Chicago.

GRAIN FOR SALE.

POP CORN, two cars of the white rice variety, fine quality, for sale. Make cash offer f. o. b. here. Address A. C. Davis, Conklin, Mich.

HELP WANTED.

ASSISTANT BOOKKEEPER wanted—Give age, experience and salary wanted. Address Chicago, Box 10, Grain Dealers Journal.

SUPERINTENDENT wanted for elevator. Must be a judge of wheat, corn, oats and hay. State age, experience, salary wanted and references. Address E., box 11, care Grain Dealers Journal, Chicago.

MAN wanted, to represent feed and grain firm on the road. Must be a man of some experience. Please state age, and salary expected, with references. B. V., box 10, care Grain Dealers Journal, Chicago.

HELP-WANTED advertisements invariably bring twenty times as many replies as any other. If you want help, advertise in The Grain Dealers Journal and you will have a large number of applicants to select from.

MAN wanted to buy grain and hogs. Must speak German. Also second man to work in elevator and lumber yard; chance to work up; German speaking preferred. Address Iowa, box 10, care Grain Dealers Journal, Chicago.

D. E. BOOKKEEPER wanted—lady—for a flour, grain, coal and lumber business in a good town in Indiana. Good wages; must be good plain writer; prefer one with some knowledge of stenography. Address B., box 11, care Grain Dealers Journal, Chicago.

MILLS FOR SALE.

FLOURING mill for sale or trade for farm. W. A. Thompson, Attica, Ind.

A FIRST-CLASS, up-to-date, new Iowa mill for sale or rent, or would take in a working partner. Way-Johnson-Lee Co., 605 Corn Exchange, Minneapolis, Minn.

FULL roller 75-bbl. mill and granary, in the fine wheat belt of west Tennessee, will be sold at reasonable price and on terms to suit purchaser, as other business demands entire attention. Tennessee Farm Co., Trimble, Tenn.

MISCELLANEOUS.

THE Grainman's Actuary \$1.00 postpaid. Henry Nobbe, Farmersville, Ill.

CORN CRIB VENTILATORS. Adjustable; fit any crib. Satisfaction guaranteed or no pay. For full particulars write N. S. Beale, Tama, Ia.

A PARTNER

HELP or a POSITION,

can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain-trade's accepted medium for "wanted" and "for sale" ads.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ENGINES FOR SALE.

GASOLINE engine, 10 H. P. Temple Pump Co., 15th place, Chicago.

ONE GASOLINE engine, 24 horsepower, for sale. Address Union Grain & Hay Co., Cincinnati, O.

TEN-h.p. Milwaukee Gas Engine, in perfect order, for sale. Schulze Baking Co., 452 W. 63d-st., Chicago.

WATKINS 10 H. P. Gas Engine in perfect order for sale cheap. Dowst Bros. Co., 30 S. Clinton-st., Chicago.

SECOND-HAND 15-h.p. Standard Oil City Gas Engine for sale; \$300. Write for other sizes. Lammert & Mann, 155-161 S. Jefferson-st., Chicago.

GASOLINE engines for sale: 14-16 H. P. Dayton; 16-H. P. Case; 10-5 H. P. Otto Engines. Chicago House Wrecking Co., W. 35th & Iron-sts., Chicago.

CHEAP: An almost new Otto 5-h. p. engine. Guarantee it to be as good as new in every respect. We bought 15-h. p. Write Revere Elevator Co., Revere, Minn.

ONE second-hand tubular boiler, 16 ft. by 52 in.; 20-ft. smokestack, 24 in. diam. Price, \$100, f. o. b. cars, Kempton. M. J. Lee & Son, Kempton, Ind.

ONE first-class gasoline engine, 25 h.p., in the best of condition, for sale. Used only about four months. Address Geo. L. Brown & Son, 222 American Bank bldg., Kansas City, Mo.

TEN and 12 h.p. Otto, 12 and 20 h.p. Lewis and 16-h.p. Fairbanks Gasoline Engines, latest style, for sale or exchange; also other makes. A. H. McDonald, 36 W. Randolph-st., Chicago.

CENTER crank engine, 12x16, manufactured by Erie City Iron Works, balanced valve, extended shaft and pillow-block box, in good order, will sell cheap. H. Clark & Son, Arlington, O.

STEAM AND GASOLINE engines for sale; 26, 12 and two 3-h.p. Charter; 17-h.p. New Era; 4-h.p. Racine, and 5-h.p. Fairbanks Gasoline Engines. Steam engines of 15, 35 and 40 h.p., and boilers of 20, 40 and 50 h.p. C. D. Holbrook & Co., Minneapolis, Minn.

FOR SALE—Second-hand gasoline engines, 1 to 50 h.p. Why buy new engines when we sell slightly used and guaranteed at one-half original cost? We have all makes and all sizes. Write us, stating your needs. Price Machinery Co., 507 Great Northern bldg., Chicago, Ill.

ONE 4-h.p. Otto; one 10-h.p. Otto; one 12-h.p. Lambert; one 22-h.p. Fairbanks; one 54-h.p. Fairbanks; one 20-h.p. New Era; one 26-h.p. New Era; one 35-h.p. New Era; one 66-h.p. New Era. I buy, sell or exchange. J. Montgomery Johnston, 216 Lake-st., Chicago, Ill.

ONE 12-h.p. Ideal Balance Valve Horizontal Steam Engine, 7 in. bore, 10 in. stroke, weight 1,800 lbs., complete with lubricators. Price, \$140. One h.p. horizontal steam engine, center crank, 6 in. bore, 8 in. stroke, weight 700 lbs., complete with lubricators. Price, \$100. J. Thompson & Sons Mfg. Co., Beloit, Wis.

ENGINES FOR SALE.

FIRST-CLASS gasoline engine 7½ H. P., in good condition, at a bargain. Reason for selling want to put in electric power. N. B. Claudon, Fairbury, Ill.

ONE 12x20 box bed slide valve engine rebored and re-fitted in good order for sale. Also one 9x14 left hand automatic Atlas Engine nearly new. One 54x16 tubular boiler, without patches, in good order, two circular courses. Also one 40-H. P. locomotive boiler with stack and all fittings. One 14x20 slide valve Brownell Engine. Correspondence solicited concerning either of the above items. Address Pittsburg Steel Shafting Co., Toledo, O.

Michigan Crop Report.

Fred M. Warner, secretary of state, Lansing, reports the condition of wheat in Michigan on Dec. 1 as 88 per cent. Only a few correspondents report the presence of the Hessian fly, and practically none reports any damage done. Wheat was sown very late this year on account of the rainy weather that prevailed about the time the crop is generally sown. In some localities more rye and less wheat were sown.

The total number of bushels of wheat reported marketed by farmers in the four months August-November is 1,822,836, which is 278,400 more than reported marketed in the same months last year. At 35 mills and elevators, from which reports have been received, there was no wheat marketed in November. The total amount of wheat shipped by railroads from various stations as reported for October is 75,235 bushels.

Late sales of Boss Car Loaders by the Maroa Mfg. Co., Maroa, Ill., include: Fred Rose, Brookston, Ind.; J. F. Cooley, Kenney, Ill.; Allen & Wheeler, Troy, O.; Edwards Bros., Troy, O., and Brook Grain Co., Brook, Ind.

Transactions in the Liverpool and London wheat and corn option markets are made on the cental of 100 pounds. The ton or quarter are still used in measuring cargoes. Oats is quoted per 45 pounds, buckwheat per 100 pounds, flour per 280 pounds, barley per 448 pounds and rye per 480 pounds.

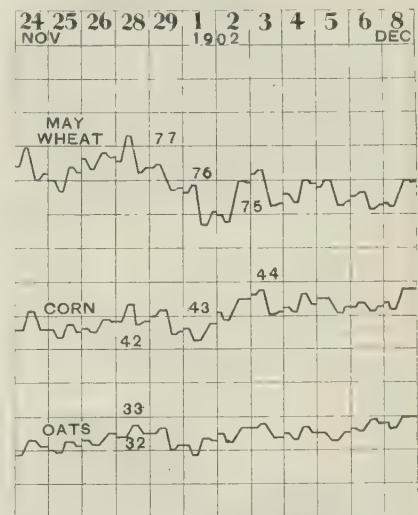
ENGINES WANTED

WANTED: Used gasoline engines for grain elevators, 10, 15, 25, 54 h.p. Give particulars. Name lowest cash price. Address Central, box 9, care Grain Dealers Journal, Chicago.

WANTED—2d hand gasoline engine 12-h.p., Fairbanks or Lewis preferred, and 4-roll feed mill, 30 to 40 bushels' capacity per hour; also elevating machinery for 2 pair legs 25 ft. high, either rubber or chain belt, cups about 3¼x5; all must be in best of condition. Address J. M. S., No. 23 Emerson Block, Sioux Falls, S. D.

Prices at Chicago.

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago for two weeks prior to Dec. 9, are given on the chart herewith:



Our exports of seeds for the ten months ending Nov 1, included 6,102,147 pounds of clover seed, 7,007,362 pounds of timothy seed, other grass seed valued at \$332,724 and 2,104,106 bushels of flaxseed; compared with 4,594,281 pounds of clover seed, 5,103,262 pounds of timothy seed, other grass seed valued at \$185,593 and 1,053,088 bushels of flaxseed exported during the corresponding period of last year.

GRAIN DEALERS JOURNAL

10 PACIFIC AVE., CHICAGO, ILL.

190

Gentlemen:—Enclosed find One (\$1.00) Dollar, for which please send the Grain Dealers Journal on the 10th and 25th of each month for one year to

Name.....

Post Office.....

State.....

COMPLETE ELEVATOR OUTFITS.

We are HEADQUARTERS for Buckets, Scoops, Conveyors, Belting and all kinds of Supplies. Send us your Bill for Estimates.

MIDLAND MACHINERY CO.,

309, 3rd St., So.

Prompt Shipments Guaranteed.

MINNEAPOLIS, MINN.



THE NEW DOYLE PRINCIPLE OF COMBUSTION

Produces from fuel (coal, gas, oil or wood) ALL the heat there is in it, by a slow, progressive combustion in three separate zones, admitting the proper amount of air to each zone to obtain COMPLETE COMBUSTION in the third, or final zone. ALL this heat is utilized in our GAS STOVE, and nearly all is utilized in all our other devices, an extremely small percentage escaping through chimney vent.

SAVES 50 PER CENT

ON YOUR FUEL BILLS. OUR

GAS STOVE

Will generate more heat from an average consumption of ten feet of gas per hour than it is possible to obtain from any other stove on the market burning from twenty-five to thirty feet per hour.

ABSOLUTELY ODORLESS NO FLUE REQUIRED

Something Different from any other gas stove that has ever been put on the market. Call and see the stove at work, or send for catalog.

THE DOYLE AIR BURNER COMPANY

Manufacturers of Stoves, Ranges, Furnaces, Boilers.

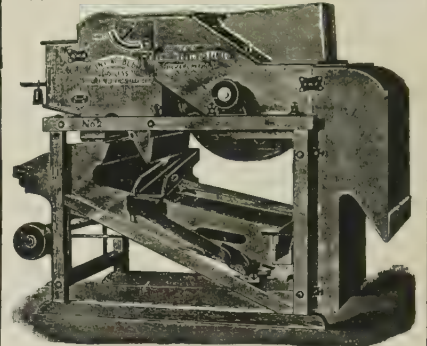
TEL. MAIN 3625.

132 LAKE ST., CHICAGO, ILL.

INVINCIBLE

DOUBLE RECEIVING SEPARATOR

"A CLEANER THAT CLEANS."



Absolutely Dustless.

Eleven Sizes.

Simple, Durable, Compact, Light-running and Reliable. Can be operated at a minimum expense for power and repairs. Can be used with the most satisfactory results under any and all circumstances where a separator is required.

We manufacture corn and cob separators and cleaners, oat clippers, scourers and cleaners, needle screen gravity separators and spiral belt separators. Send for Catalog.

Invincible Grain Cleaner Company

Invincible Works, Silver Creek, N. Y.

Represented by

W. J. SCOTT, 94 Traders Bldg., Chicago, Ill.
EDW. A. ORDWAY, 512 Exchange Bldg., Kansas City, Mo.

CHAS. H. SCOTT, Nicollet Hotel, Minneapolis, Minn.

J. N. Bacon, Balchorne Block, Indianapolis, Ind.



Appearances Are Deceptive

DEAR JOHN:

"One swallow does not make a spring," as the old saying goes, and a good coat does not make a gentleman.

You can't judge a machine by its looks. I had a Huntley catalogue—there was the Monitor Scourer. Well, I do not know

whether you will believe me or not, but when I had a picture of the competing machine showed me, I could not tell the difference between the two of them to save my life. Just like two grains of wheat. One was priced on the plan of "get what you can." The Monitor people said: "We sell on the basis of results."

The Huntley people never make a claim that they cannot back up with results.

In their Scouring and Separating Machines, for instance, I got three times the amount of scouring that I could get out of any other machine; I got my grain highly polished; I got a smooth unbroken bran; it left the wheat whole and cost less to run it.

You would not think these things true to look at the machine, but the beauty comes out when you work it.

Yes sir, appearances are mighty deceptive, though, my dear fellow, when you want to buy Grain Cleaning Machinery do not buy the imitator. He travels on his face. It may cost you a little more money to have the genuine article, but there is a lot more satisfaction in having it. As ever,

SAMUEL WISEMAN.

The Huntley Manufacturing Co.

THE MONITOR WORKS

THE BEST GRAIN CLEANING MACHINERY
FOR ELEVATORS AND MILLS.

SILVER CREEK, N. Y.

GRAIN DEALERS JOURNAL

Published on the
10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,
CHICAGO, ILL.

CHARLES S. CLARK, Manager.

Subscription Rates:

One Dollar per year; Sixty cents for six months. Invariably in advance. Fifteen cents should be added for exchange when sending local checks. Single copies five cents.

To Foreign Countries within the Postal Union, postage prepaid, \$1.75 per year.

Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

CHICAGO, ILL., DECEMBER 10, 1902

HESSIAN flies are reported to be doing great damage in Indiana winter wheat.

SOFT CORN complaints are received from many sections. Even Missouri and Kansas dealers have grief.

FIRES in elevators have been very numerous recently. Hot bearings and defective chimney flues are mostly to blame. See to it that all bearings are kept well oiled.

FARMERS who store corn in a rail crib without a roof can not expect to have it all grade No. 2 this year. Snow, sleet, ice and rain have never been known to improve the quality of corn.

INTERSTATE Commerce Commission decisions seldom bring justice or satisfaction to shippers because the railroads generally ignore them except when the decisions are in their favor.

MINNEAPOLIS bucket-shop keepers have organized what they are pleased to call a "grain and stock exchange." Although the name has been changed, deliveries of commodities will not be made on 'change, but the same old bucket-shop methods will prevail.

TRACK BUYERS and receivers who neglect to revise their lists frequently waste much postage on dead firms. Nearly every week complaints reach us of buyers bidding firms who have been out of business several years. Unless a list is revised daily it will soon grow old.

MANITOBA farmers at Carnduff recently stole a train of twenty-five empty cars and loaded it with wheat before the railroad officials had an opportunity to protest. Their patience had been exhausted by frequent efforts to get cars and the

local elevators, like all warehouses, were filled to the roof.

THE receiver or track buyer who wishes to conduct a safe business does not seek shipments from scoopers and disturbers who have no elevator facilities and insist upon fritting away what little capital they may have in fighting the regular shipper.

FEEDERS are making trouble for dealers in some sections, but not more than usual. Some of them are beginning to find out that a bushel of this year's corn does not go very far—too much water. Stock does not seem to be able to get the nourishment needed from the grain. Hence moisture makes trouble for the feeder as well as the shipper.

THE Merchants' Exchange of St. Louis, will soon elect officers, and it is expected that its new Weighing Committee will be smaller and include only fighters who have the best interests of the market at heart. They should have time as well as the desire to improve the weighing facilities at every point where shippers' grain is unloaded.

DURING the last week a number of Missouri dealers have joined the Grain Dealers Union, thus taking a step which must eventually result in the improvement of trade conditions in their own state. Missouri, like Wisconsin and Michigan, has been without an organization, although each state has had enuf dealers to support a strong organization.

A TEXAS correspondent, quoted in this number, informs us that corn is hotter than Mexican tamales, and a telegraph dispatch from Neenah, Wis., goes our Texas correspondent one better. At Neenah corn was so hot that it resulted in spontaneous combustion and the complete destruction of corn cribs. If the temperature of corn continues to increase, it will soon be impossible to gather or handle it. Look out.

BUFFALO will soon have a weighing department under the supervision of the Merchants Exchange. This will make Buffalo even a more attractive market than it has been. The charge for the service is to be but 25 cents a car, which surely can not be considered extortionate. When the trade gets disinterested weighmen and proper weighing facilities at all the markets one cause of dissatisfaction for years past will have been removed.

CORN shredders are maiming Indiana farmers at a rapid rate. It would seem high time some action was taken to force the manufacturers of these machines to guard the knives so as to prevent operators getting in contact with them. As yet no reports of accidents in grain elevators where these machines are operated have reached us, but no doubt they have occurred. The shredder is surely a very dangerous machine and should be discarded or its construction materially changed.

SECRETARY Wilson of the U. S. Department of Agriculture in his annual report commends favorably the efforts of the Chief Grain Inspectors Association to bring about an improvement in methods

of inspection and to attain uniformity. This enterprising association has just published an account of its last convention, together with a brief history of the organization and the uniform grades which it recommends for adoption in all markets. When uniform grades and grading have been established in all markets the grain shipper will begin to think his trials are over. Such a condition would also facilitate trade between the different markets.

QUERIES regarding trade questions will be found in the "Asked and Answered" column of nearly every number of the Journal. By giving your opinion of the different questions there presented you confer a favor, not only on the brother grain dealer who asks it, but upon others who are struggling with the same question. The opinion of the majority is generally reasonable, just and fair to all parties concerned. We trust we may have many replies to the queries in this number.

PEACE, harmony and good will have not entirely displaced the old feeling of spite and revenge, as is clearly evidenced by the grain dealer who was recently asked if he proposed to get even with his competitor. He promptly replied, "Get even? I propose to get even and more." As long as this spirit prevails in any market neither dealer can expect to make a fair living. But when they get together and each tries to excel the other in courtesies shown, then will both rest well at night and be sure of a fair living.

IMPROVEMENT and care of seed corn is receiving considerable attention from the Iowa Grain Dealers Association at present and with every prospect of attaining considerable success. Not only is each member made a committee of one to interest progressive farmers in his district in the matter of seed corn, but he is provided with forms in which to send in the names of progressive corn growers, with whom the State Agricultural college can work, in the hope of interesting them in the much desired improvement. Work of this character will surely greatly increase the value of the association to its members and the state. At present Iowa produces only a small quantity of good corn, and it is the opinion of the agricultural college experts that not only can the quality be greatly improved but also the yield. With more and better corn the dealers can pay the farmers better prices and more money, and that, too, without other labor than the exercise of a little care on the part of the growers.

HOW much moisture is permissible in corn considered by inspectors to be "dry," or "commercially dry"? It is a very simple and easy matter to determine accurately the percentage of moisture in any sample. "Reasonably clean" is another indefinite phrase which admits of almost as many different opinions as judges. And yet it is easy to remove all doubt as to the exact percentage of foreign matter in every sample. If the Illinois commissioners are averse to

amending the rules then let them supplement them with copious explanatory notes which shall at least bind the supervising inspectors and the appeals committee to stipulated percentages of moisture and foreign matter. The margins in the grain business are too narrow to permit the continuance of the loose methods of the past. At present grades are dependent upon the judgment of members of one department who appear to consider an appeal a slur upon the work of all identified with grain grading, and naturally appeals are contemptuously rejected. Human judgment is too easily swayed by prejudice and selfish interests.

BREAKFAST food fads of novel types continue to flood the market. One wonders, What next? and the next brings amazement. One of the latest life savers of this variety to come to the rescue of a suffering public is prepared from corn cobs. For years many elevator men have been glad of an opportunity to dispose of this offal at one dollar per wagon load. A few have reduced the cobs to meal and established a profitable trade in what was previously thrown away or burned. According to late advices from Mansfield, O., the corn cob will no longer be consumed in the manufacture of pipes, but will be served at breakfast tables and develop the consumer physically, morally and mentally. It is not claimed that it will prevent the hair falling out, the bones rotting and the teeth decaying, but no doubt it will do all this and more. Chemists and experimenters at the different agricultural stations have long agreed that stock does better on feed made by grinding ear corn than on corn alone. If live stock thrives on cob meal mixed with corn, why not try straight cobs on the public? Advertising and push seem able to sell anything in this line.

THE Illinois politicians, who have for some months been striving to force the services of their so-called weighing department upon all of the grain elevator operators of East St. Louis, have recently taken a very questionable action in so far as relates to two of these elevators. The elevators, having the best interests of the trade at heart and aiding their Merchants Exchange in establishing a well-organized weighing bureau that should supervise weighing at all points in the St. Louis market, have steadfastly refused to admit Illinois state weighmen to their elevators. The Illinois Board of Warehouse Commissioners, hoping to retaliate, took their inspection dolls and went straight home. Would not play any more. In fact, refused to inspect grain out of the two elevators which had vigorously opposed the board's weighing department. If the grain inspection department is properly organized and established, the inspectors have filed a bond for \$10,000. Should any one be injured by reason of the inspector's neglect, refusal or failure to carry out the regulations governing the grading of grain in that market, then he is clearly liable for damages. The commissioners, with just as much show of reason, could refuse to inspect grain out of the elevators because the operators had refused to attend church on Sunday. The law is quite explicit in the matter of rules and regulations, and, if the department is properly organized, then the elevator operators who have been injured by the refusal of the inspectors to grade grain out of their houses have a good case for damages.

ASKED AND ANSWERED

WHAT DISCOUNT IS RIGHT.

Grain Dealers Journal: In reply to the question of Muskingum in the Nov. 25 number of the Journal with regard to the settling price on grain arriving and grading below the grade sold, we would say that the market at the time the grain arrived should govern the discount. N. Keer & Son, Melvin, Mich.

SUN OR STANDARD TIME?

Grain Dealers Journal: I notice that a suit has been brought in Kentucky to determine whether an insurance policy expires at noon standard or central time, or at noon sun time. This prompts me to ask, Do bids for grain expire at 9 a. m. standard time or sun time? Every one in this Hoosier town goes by sun time, except when he takes a train.—F. B. & C. R. M.

FAILURE TO SHIP?

Grain Dealers Journal: I wish to inquire what is customary in settling differences on a car of grain contracted f. o. b. my track if I should fail to furnish the grain.

I sold one car of corn for November, but on account of the condition that corn is in this fall I could not ship. I conclude I should pay the difference between the November price and the present price, which is 6¼ cents my track. Would this be law, and custom, and just?

I desire to do the right thing. I still offer to furnish this corn later on at the same price, when corn will bear shipping. I have not been in the grain business many months.—Ohio.

MARKET DECLINED—CORN REFUSED.

Grain Dealers Journal: We wish to ask for the opinion of others thru the Asked and Answered column on the following case:

In September we sold to an eastern track buyer two cars of good yellow ear corn at a good price. We loaded out the corn, putting in partly two-year-old corn and partly last year's corn, 1901. The corn was good, shelled well, and would grade No. 3 in any market.

We sold destination weights and inspection. The eastern firm resold the corn to another firm and it was shipped to a side track without even a railway agent. Of course, there was no disinterested inspection there, nor was it inspected en route. The market declined and the corn was refused. We claim in this case the parties we sold must take our inspection. Are we right?—Illinois Shippers.

ADDRESSES OF STATE SECRETARIES.

Grain Dealers Journal: I would like to have the addresses of the secretaries of the grain dealers associations in the western states.—C. A. B.

Ans.: Grain Dealers Union of Southwestern Iowa and Northwestern Missouri, Geo. A. Stibbens, secretary, Chicago, Ill.; Iowa Grain Dealers Association, G. A. Wells, Des Moines, Ia.; Illinois Grain Dealers Association, H. C. Mowry, Forsyth, Ill.; Indiana Grain Dealers Association, S. B. Sampson, Indianapolis, Ind.; South Minnesota and South Dakota Grain Dealers Association, C. A. May, Minneapolis, Minn.; Nebraska Grain Dealers Association, A. H. Bewsher, Omaha, Neb.; Kansas Grain Dealers Association,

E. J. Smiley, Topeka, Kan.; Indian Territory and Oklahoma Grain Dealers Association, C. T. Prouty, Kingfisher, Okla.; Texas Grain Dealers Association, H. B. Dorsey, Weatherford, Tex.

MUST A CORPORATION BE CHARTERED IN EACH STATE IN WHICH IT DOES BUSINESS?

Grain Dealers Journal: In answer to question appearing in issue of Nov. 25th, I would say that a corporation does not have to be chartered in all of the states in which it does business or where it has offices, buildings or property.

A legal person, unless it is prohibited, has all the privileges and immunities in the several states that a natural person has, so that a corporation chartered in one state can transact any ultra vires business in another state, unless that state has made some restrictions against foreign corporations. In the case of Pool vs. Wallace, Virginia, 8, it was settled that a state could extract from a foreign corporation the compliance with certain conditions, before doing business in that state, and that the clause in the federal constitution granting citizens in one state the privileges and immunities of the citizens in another state, did not apply to "special privileges," such as corporate powers from a state, and that a state could constitutionally forbid or condition, a foreign corporation from doing business within its borders. Unless the state then has legislated against a foreign corporation it can transact any business within the state that it can legitimately transact under its chartered powers.—Ira M. Allen, 205 La Salle St., Chicago, Ill.

HOW CAN MISSISSIPPI BUYERS BE REFORMED?

Grain Dealers Journal: We notice in your issue of Nov. 25th, an article regarding an effort which will be made by Chicago Grain Shippers to obtain relief from irregular practices by Southeastern buyers. We are very much interested in this matter. Our business is largely in the southern states; and in Mississippi particularly, we find that the dealer who is disposed to be unfair can barricade himself behind the laws there in such a manner as to make it almost impossible for a shipper to protect himself.

It looks to us as if these people could be reached, in some way through the Grain Dealers National Association or the Grain Dealers Journal. We have a case now where we shipped a car of No. 2 corn to a dealer in Mississippi. When it arrived there, a claim was made that it was unmerchantable. As the corn had been loaded out of one of our elevators here we thought it would be a very simple matter to make the elevator stand good for any loss in it, in case they had loaded out other than No. 2 corn. So we had it shipped back here and very much to our surprise, it was again inspected No. 2 corn by the Official Illinois Inspectors. We thought there must be a mistake about the matter so personally went over and examined it and found it first class in every respect.

In addition to being out the freight to and from Mississippi, the buyers down there claim that they were damaged to the extent of \$75 on account of our having shipped them, what they describe as unmerchantable corn. Of course, the first thing they did when the corn got there was to garnish the money. They took some corn out of the car, a sack or two of which happened to be dirty, and showed it around to ten or twelve of the

prominent men and dealers of the town. Our broker tells us that if we intend to fight the case in the courts they will be able to bring almost every respectable merchant in the town to swear that they saw a sample of unmerchantable corn taken out of the car in question.

We think there ought to be some way by which such people can be brought to time. Would like to know if you have ever heard of a similar case and whether any sort of influence can be brought to bear on these people, who, by the way, are rated high and stand well in the community. Yours truly, Missouri Shippers.

Is No. 3 Corn Deliverable?

Secretary G. A. Stibbens of the Grain Dealers National Association has received the following query:

G. A. Stibbens, Chicago.

Dear Sir:—We would like to know whether the National Grain Association has any rules covering the term "No. 3 or better corn"; that is, where a purchase is made track at some interior point of "No. 3 or better corn," has the seller the right to buy No. 3 corn on track in St. Louis and deliver it to the party with whom he has made the sale?

It is generally understood that in bidding on "No. 3 or better corn" the buyer expects to get a large proportion of No. 2, and that he does not expect to get all No. 3. A certain party belonging to the association made us a sale of No. 3 or better corn and failed to deliver any part of it. His time is up to-day. He has wired a commission house here to buy No. 3 corn and deliver to us. We told them we would not accept corn bought here on the contract as our bid was made at interior point. We also had another case to-day where one of our correspondents wired us to buy No. 3 corn and deliver to a commission house here who had bought of them at their station "No. 3 or better." This party also notified us that he would not accept the corn on the sale. If you can give us any information on this point or advise us of any decision made by your arbitration committee, we will be much obliged.—St. Louis.

Mr. Stibbens replied as follows:

Dear Sir:—We have no rules of the National Association covering this particular question, but the customs of the trade in this market, and, I presume, all others, are when a firm bids the country dealers for "No. 3 or better corn" it is presumed he does so because he desires the particular billing and it is also presumed that some portion of the corn he buys will grade No. 2, which is to his advantage; and the custom is that it is optional with the buyer in regard to allowing the seller to buy a No. 3 corn at point of destination for the purpose of filling his contract.

This particular question has been arbitrated by the Chicago Board of Trade, and they decided as above stated. The party who sold you the "No. 3 or better corn" could buy No. 3 corn in St. Louis to fill his contract, if agreeable to you, but the matter is entirely at your option, and, as you object to it, you can compel the party in the country to ship you the corn he sold, or pay you the difference in money at expiration of contract.

I interviewed some of the largest concerns in this market who buy millions of bushels of grain on track at country stations every year and it is the custom of the trade that governs such questions.

The fact of a portion of the corn now

arriving at St. Louis being No. 3 it would be unfair to the buyer of "No. 3 or better corn" in the country to allow the seller to buy No. 3 corn in your market for the purpose of filling his contract. Very truly, G. A. Stibbens, Secretary.

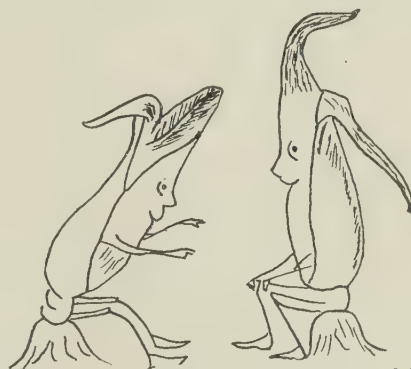
LETTERS FROM THE TRADE

THE NEW MUTUAL INSURANCE COMPANY.

Grain Dealers Journal: It may please your readers to know that the Grain Dealers National Mutual Fire Insurance Co. has obtained the \$100,000 in premium notes required to obtain its charter under the Indiana law. It is desirable to have a few thousand dollars additional policies as a contingent fund, and the new company's solicitors are taking additional business, for the law does not limit the company to only \$100,000 for charter purposes. To-day it is just three months since Sept. 10, when the commissioners were authorized to accept applications. The record the company has made has never been equaled, and I do not believe any company has had a better average quality of business than it will have for charter purposes.—A. B. S.

HOT CORN LET ALONE.

Grain Dealers Journal: Few grain dealers were able to give thanks last Thanksgiving for the large number of cars of



Rather Warm Weather to Journey, eh?

new corn they had shipped this season; but many could give thanks that they had no "hot" corn to worry over.

All should give association work its full share of credit for inducing them to hold off. If it were not for the association 9 out of 10 dealers would be shipping or cribbing corn. More than that, the association has resulted in much friendliness among the members, and we would not be surprised if there are dealers who visit each other now who would not speak at this time last year. These dealers have met at their association meetings, compared notes, and found that the other fellow was not half so bad as he had believed. All that is necessary is to get acquainted and you will help your competitor make money, rather than try to make him lose. E. A. Grubbs Grain Co., Greenville, O.

MILLERS HAVE TROUBLES OF THEIR OWN.

Grain Dealers Journal: The grain elevators in the west do not have all the troubles. The mills in the east to whom they sell sometimes get their share, as is shown by the letter given herewith. Down in Pennsylvania they have the real Sis Hopkins, off the stage.

A milling firm in western Pennsylvania,

in order to increase the sale of its flour got up a scheme for advertising. They put in each sack a card on which was printed a letter of the alphabet. When a purchaser collected the letters to spell the brand "Walters' Best" he received a set of dishes. Recently the following registered letter was received. The envelope was carefully addressed, including the U. S. A., with stamps in lower left hand corner.

Dear Sir: I thought I would send you these letters from the Walters Best flour. I am sending you 50 of them if you send us a toilet set; I think that I bought enough flour, 50 sacks, to get it; and I have got all of the letters but the B. There was only one set of dishes in Wahlville for a year, so if you don't send something for it nobody around this plant won't buy another sack of flour.—Mary Long.

The millers decided that Mary "wouldn't do nothing for nobody who wouldn't do nothing for her;" and rather than close down the mill sent Mary the toilet set. They thought Mary had the B all right; but that it was buzzing under her switch.—Harry Cuddeback, Toledo, Ohio.

LOWER GATEWAYS ASSOCIATION.

Grain Dealers Journal: The object of the Grain Dealers Association of the Lower Gateways is to abolish the shrinkage of rates at all Ohio and Mississippi River crossings. The present tariffs permit of three cents per hundred. This has been in operation for a number of years and through the manipulation of billing through Louisville and Cincinnati, this privilege permits the dealers at those points practically to control the southeastern grain markets.

The matter was presented by the grain dealers at a meeting of the Southeastern Mississippi Valley Association held at Louisville in November, 1901, and evidence submitted to show the manipulation and the effect of this shrinkage in demoralizing market conditions. The question continued to be agitated, but the railroad lines were unable to arrive at a satisfactory solution. It was then decided by the railroad companies to place the matter in the hands of J. N. Faithorn to investigate and determine whether or not the lower gateways, namely, St. Louis, Cairo, Evansville, Henderson, and Memphis, suffered a loss of business or were at any disadvantage from the shrinkage authorized through Louisville and Cincinnati, the railroad companies agreeing to be bound by his decision for a period of twelve months. His decision resulted in a tax or reconsigning charge of 1c per cwt being placed on all grain and grain products reconsigned through Louisville and Cincinnati. This improved the conditions to the extent of 1c per cwt., and reduced the maximum shrinkage to 2c per cwt, which is a sufficient margin to enable Louisville and Cincinnati to continue to control the Southwestern markets.

Dealers at other gateways contend that a shrinkage is a practical concession in the rate to the extent of the maximum shrinkage and any shrinkage is an unjust discrimination against other points, which should be abolished. Yours truly.—J. B. Magee, Cairo, Ill., secretary Grain Dealers Association of the Lower Gateways.

The Standard Milling Co. will carry its own insurance on its 16 mills.

C. A. King & Co. advise speculators not to trade every day. It cannot be done successfully.

Hearing on Corn Grades at Chicago.

The Illinois Railroad and Warehouse Commissioners granted a hearing in their headquarters at Chicago, Dec. 6th, to the Illinois dealers having complaints to make regarding the inspection of corn at Chicago. The different local associations of the state were represented by the following committees:

The Illinois Valley Association by F. J. Delaney, Nash-Wright Grain Co., Chicago, and Geo. Beyer, Depue; the Springfield association by V. P. Turner, Pekin; the Northern Illinois Association by H. T. Truby, Joliet; Wm. Hirschy, E. W. Wagner, Chicago, and P. Whalen, Carberry; the Peoria Association by Geo. D. Montelius, Piper City; L. Lackland, Chenoa, and J. P. Wrenn, Washington. Another committee consisted of Geo. A. Stibbens, secretary Grain Dealers National Association, Chicago; H. N. Knight, president Illinois Grain Dealers Association, Monticello; and A. W. Lloyd, traveling representative, Illinois Grain Dealers Association.

In addition to the members of the different committees, the following Illinois dealers were present: H. C. Mowry, secretary Illinois Grain Dealers Association, Forsyth; E. Churchill, Chenoa; J. Jamieson, Seneca; D. W. Burry, Nash-Wright Co., Chicago; Mike Walsh, Campus, and H. J. McDonald, Frankfort Station.

F. J. Delaney spoke as follows in behalf of the dealers:

MR. DELANEY'S PAPER.

Gentlemen: By way of explanation of our appearance before you this morning, it may be well to inform you of the reasons which called this committee into being, and which cause this appearance before you.

The grain men of Illinois have long been dissatisfied with the conditions governing the inspection of grain in Chicago. Their dissatisfaction has frequently been voiced in a disconnected sort of a way, but such protests have been unavailing heretofore. During the last year or two the grain dealers of Illinois, as well as those of other states, have been forming associations with the view of taking united action toward remedying what they think are abuses in the grain trade. This committee before you consists of from one to three men from every association in the state, and we come instructed to use every effort to induce you to make the conditions governing the inspection of grain on "in"-inspection less rigid.

We are impelled to take this move not only because present inspection conditions force us to become speculators instead of merchants, but also because the farming community with whom we are in close and intimate relations, are unanimously in complaint against present Chicago inspection.

We are not speculators and have no sympathy with the professional manipulator in this or any other market. Neither have we any sympathy with the idea of lowering the present Chicago standards of inspection according to the printed rules formulated by your commission, but we do urge you that you interpret these rules in a fair, liberal and reasonable manner.

We are not here to condemn your system nor are we here for any political effect; but we come with an earnest prayer that you consider this question of inspection from all sides and from all standpoints.

Inasmuch as we are all shippers of corn, we will, for the moment consider the inspection of corn in Chicago.

No doubt you gentlemen are all familiar with the processes of trading in futures on the Chicago Board of Trade, and you realize the necessity for such trading and its dependence upon and relation to what is technically called "cash grain." You realize that unless the country grain man is able to sell for future delivery the grain which he buys for present or future delivery, he becomes a speculator. You realize also that it is important to the interests of the producers of this grain that the local grain buyer be allowed, or

even compelled, to do a safe mercantile business.

We state, unqualifiedly, that the present conditions of inspection force us to become speculators. We are buying grain on unreasonably large margin, according to the theories of the farmer, and the farmer is, in a measure, correct. That these margins are large, is true; but they are not unreasonably large when we consider the chances that your inspection forces us to take. In previous years the country grain man could sell for future delivery the corn which he bought from the farmer, could clean up this corn, send it to Chicago, and by delivering it, fill his contract here for future delivery. Under the present state of affairs this is impossible.

As tending to convince you of this fact, we will read to you some figures taken from your own printed reports which are official and correct. We have here a tabulation of the inspection of corn at Chicago for the past fifteen years. As your report for this year (1902) is not yet from the press, no figures are available for this year; but we will consider the fifteen years from 1887 to 1901, inclusive. From this tabulation we see that in the year 1901 eighty-four thousand three hundred and seventy-six cars of corn were inspected by your department, we see that 7,683 of these cars graded No. 2 corn or better. A little computation will show you that this percentage of contract corn is only nine per cent. In the same manner we learn that in 1900 twenty-one per cent of the corn coming to Chicago graded contract. In 1899 nineteen per cent; in 1898 forty-one per cent; in 1897 sixty per cent; in 1896 fifty-nine per cent; in 1895 sixty per cent; in 1894 forty-three per cent; in 1893 fifty-nine per cent; in 1892 thirty-six per cent; in 1891 forty-five per cent; in 1890 forty-six per cent; in 1889 fifty-one per cent; in 1888 forty per cent and in 1887 sixty-three per cent. From these figures we also learn that for the three years, 1899 to 1901, inclusive, the average percentage of contract corn was sixteen and one-third; from 1896 to 1898, inclusive, the percentage was fifty-three and one-third; from 1893 to 1895, inclusive, the percentage was fifty-four; from 1890 to 1892, inclusive, the percentage was forty-two and one-third; from 1887 to 1889, inclusive, the percentage was fifty-one and one-third.

Therefore, gentlemen, when you consider that for years past the average percentage of contract corn in car lots coming into Chicago was in the neighborhood of fifty per cent of the arrivals, and for the past three years it has not been higher than twenty per cent and as low as nine per cent (and we think the figures for 1902 will show as low as five per cent) you will very readily see that we are justified and absolutely correct when we claim, as we do claim, that the conditions governing the inspection of corn have grown more rigid in recent years than they were heretofore, and that the present situation is such that we are unable to sell for future delivery the corn which we buy from our farmer friends.

Bear in mind also, gentlemen, that while our interests in this measure are largely personal, that we are not alone in our objection to this state of affairs. I venture the assertion, and I think it will be borne out by the grain men present, that there is not a day in the year that we are not severely criticized by the farmers for the present Chicago inspection. We resent this criticism because heretofore we have been powerless to remedy matters; and we come to you because of the conviction that when this matter is placed before you in the proper light, you will see the necessity of a reasonable inspection.

According to the rules issued by your department No. 2 corn "shall be corn, dry and reasonably clean, but not good enough for No. 1." This is the rule and this rule is satisfactory to us; but your interpretation of the rule is not. We realize full well that the importance of a market depends almost absolutely on the integrity of the grades maintained, consequently we are unalterably opposed to any proposition looking toward a lowering of present grades either on "in"-inspection or "out"-inspection. We do not criticize your interpretation of those rules and we urge that when a rule says "reasonable" that you interpret the word "reasonable" in such a manner.

While we are not familiar enough with the details of your department to advise you at this moment just exactly where the trouble lies, yet it appears to us that if your commission were to make an effort to get the "in"-inspection a little

closer to the "out"-inspection; if necessary, make both a little more reasonable, that many of the complaints would be unfounded. We think that on line-grade corn on "in"-inspection your track inspector should be instructed to give the grain the benefit of any doubt. The fact that not infrequently No. 3 corn sells for as much by sample, as does the No. 2, should not influence your inspector in his decision as to the grade. Grain should be judged absolutely on its merits and in a reasonable manner.

We are not here to protest against a "corner," or the possibility of a "corner," because none of us are interested in such a possibility. Members of your commission have advised us unofficially that they dislike "corners" as "corners" create dissatisfaction. If your commission will see to it that corn, or other grain, is inspected on its arrival with care and fairness, we think that there will be fewer "corners" and less criticism. In asking you to be a little more reasonable on your inspection, we are not asking you for anything more than is just.

We are not prepared to argue that corn which is damp or largely unsound or dirty should grade No. 2; nor do we expect that new corn, or corn during the germinating season that is liable to get out of condition in an elevator, should grade No. 2; but we say that corn that is commercially dry and reasonably clean should grade No. 2. We believe that when your rules say "dry," they mean commercially dry and not chemically dry. Chemically dry corn, as you know, cannot be handled; but commercially dry corn, that is, corn with 10 to 13 per cent moisture, is commercially dry corn and will not get out of condition in an elevator under average weather and structural conditions. We do not admit that the quality of the corn coming to this market is poorer now than it was in previous years. On the contrary we assert that the corn coming to Chicago now is much better than it used to be. The Illinois State Agricultural Station informs us that the average quality of the corn crop raised from year to year is vastly superior, when considered solely as a vegetable food product, to what it was two, three, five or ten years ago. We are confident that your own experience will convince you that this is true. Yet we find from your own figures that less and less of our corn grades each year, despite our efforts to have it grade. It is not, however, our purpose to enter into a controversy as to what constitutes contract corn, but we do most respectfully request that you take some measures that will put your inspection on a fair basis.

Representing, as we do, the country grain men of the state of Illinois, we feel that we are entitled to consideration and relief at your hands. The gentlemen before you are conservative men, most of whom have been in the grain trade for years and as they have been investing their own money in grain, they are presumed to know something about it. They come here, therefore, because they honestly believe that present conditions should be remedied and that if they state their case to you, you as public officials will give them the hearing and relief that they deserve.

Table showing percentage of corn inspected contract in car lot arrivals at Chicago for fifteen years, from 1887 to 1901, inclusive:

Year.	Car Lot Arrivals.	Contract Cars.	Percent.	Average for 3 years.
1901	84,376	7,683	9	
1900	140,094	29,820	21	16 1-3
1899	154,270	29,014	19	
1898	158,521	65,523	41	
1897	165,692	99,898	60	53 1-3
1896	147,407	86,781	59	
1895	103,260	61,490	60	
1894	92,321	40,050	43	54
1893	127,792	65,992	59	
1892	120,640	43,606	36	
1891	118,389	53,119	45	42 1-3
1890	139,074	63,104	46	
1889	143,028	72,343	51	
1888	118,346	47,656	40	51 1-3
1887	84,279	53,049	63	

L. Lackland, Chenoa, Ill.: In July, being anxious of course to get in on the high price ruling at that time, we shipped sixteen cars of carefully selected clean corn to Chicago, and the cars missed grade, not one of them grading No. 2. In September, when there was not so much excitement on account of the corner, out of a shipment of twenty-five cars, nine, or

thirty-six per cent, graded No. 2, and this without any selection.

Some farmers have better corn than others. As it comes in we pick out that damaged in any way and place it by itself and route it out in carload lots. In October we shipped twenty-one cars to Chicago and 43 per cent graded. At East St. Louis in the month of May, considerably earlier in the season, having not had the benefit of sixty days of summer weather, we shipped forty-six cars of white corn, without careful selection, of which twenty-one cars graded No. 2 or 45 per cent. From July to November 24th, out of a total of ninety-seven cars shipped to Chicago, 24 per cent graded No. 2. At East St. Louis out of sixteen cars, during the same dates, thirteen cars graded No. 2, and I understand that East St. Louis inspection is under the same management as Chicago.

It was very wet beginning with June. About the first of August it commenced to get better, and it was considerably drier in August and September than it was in July.

Geo. Beyer, Depue: In Bureau County, where I am in business, about three-fourths of the corn has always graded No. 2. The farmers there take special pride in raising good corn. There were some that always brought in No. 2 yellow corn, until within the past two or three years, when we can't accept it as No. 2, and we have to explain to them why. They say, "You know we are bringing in No. 2 corn." But we can't make it grade and can't pay them for No. 2. I know that the quality of corn has been just as good during the past two or three years, as it was during the past seven years. This year was very wet and might make some difference. Still it has been growing worse right along for the last two or three years.

H. C. Mowry, Forsyth: What Mr. Delaney wanted to say was this, that the grade is getting more rigid or the corn is deteriorating. I perhaps have handled corn longer than any one here, and could even give a pretty good history of it for a good while back. In 1890 I shipped corn largely to Chicago and I must say that every car graded No. 2. For the past few years corn has not graded generally from the same locality; and the question is whether or not the grade is more rigid or the corn worse. There is five times the labor and effort made to clean corn that there was in 1890. Elevators have been built all over the state with modern improved cleaners and yet not near the amount of corn inspects. Has the corn grown worse or what has happened? I believe, however, that there is more effort made on the part of the receivers' supervisors to try to get a good article. I know as well as you do that when you were too lenient you would occasionally come out and find a little hot corn in the bins. But I do not know that everybody should suffer on that account. Now I suppose you have got to the point where it is almost impossible for anything of that kind to happen. I have a little business all over the state and I find everywhere complaints against Chicago inspection, more than any other market.

I think your rules are all right. In fact I shipped lots of corn under almost the same rules and it was all right. I know nothing of your local inspectors, but I know it is somewhat a matter of guess. Why can't the shipper have a little benefit of these doubts and guesses. I one time sold corn to Decatur, and there they called it No. 3. The same corn in Buffalo inspected No. 2. That was some years

ago. We would like to have the inspectors instructed so that we would get a half share of the doubtful or line corn. This is all the grain dealers ask. This matter places our country grain dealers in the worst kind of a position. Our farmer friends say they are being robbed. They pick up the Chicago papers and see the prices being paid for No. 2 corn. They have No. 3 corn and of course they have got to take what they can get for it. The farmers are getting discontented and building elevators of their own, thinking the grain men are taking advantage of them, judging from the prices No. 2 corn commands in the terminal markets and the price paid them. I think the inspection certainly is too rigid. The corn that used to grade No. 2 and at one time in the past No. 1, goes in now as No. 3. Perhaps we are planting worse corn, but I do not think so. Then we loaded with a scoop shovel. Now it is cleaned in the elevators and blown, and sometimes, when it does not look proper, it is blown over again, and still it goes to Chicago and grades No. 3. I suppose the inspection has grown to this condition by degrees, getting a little more rigid and a little more rigid until we have got to the point where we have to furnish No. 1 corn.

H. N. Knight, Monticello: I do not think that we should lower our grades, but I am satisfied that in July there was a great deal of No. 2 corn, as good corn as I ever saw, that graded No. 3. In fact we had a sample of corn given us by the inspection department here as No. 2 corn and we submitted it to quite a few men against a sample of No. 3 yellow. We submitted this to five or six grain men, when there happened to be there a reporter from the Record-Herald. He picked out the sample the inspection department gave us for No. 2 yellow corn. But the grain men without exception picked out the No. 3 corn as No. 2 yellow. I believe our corn is growing better every year. While we had very wet weather, you will notice that the percentage of No. 2 corn is very low.

There is one point in particular that I am interested in and that is in regard to farmers. We are buying on a smaller margin in the country than we ever did before. Yet the farmers are getting discontented. A great many farmers are accusing us of buying on too wide a margin. If we could get the in-inspection and the out-inspection nearer together, so to speak, we will be able to buy it at a better margin.

Mr. French: What do you consider a good margin?

Mr. Knight: We try to buy at about 1½ cents.

Mr. French: I would like to call your attention to the records of this office which show that in July we inspected 466 cars of No. 2 and in August we inspected 90 cars of No. 2 corn.

A. W. Lloyd: When we came here the 7th of July, there was little less than 7 per cent of the corn grading, but the longer we staid the better the grading became, and finally the corner broke. During that period we saw corn come in in excellent condition. The greatest pains were taken in selecting corn and cleaning it, and we wrote to the members of our association all over the state to send nothing but choice corn and they sent it. That increased the grading to a certain extent, but nothing like what we thought we were entitled to. The day after the corner broke I went in on 'Change. I had not been there three minutes until men asked me to come and see what was grading No. 2.

If what they had been grading No. 2 was No. 2, then this was No. 3 and not a very good quality at that. I took a sample of No. 2 corn to Mr. Bidwell and he stated it was No. 3 corn. We did not recognize Mr. Bidwell as being authority and I went out in the country about fifteen miles with Mr. Smith to get another sample of the corn. We brought it back and showed it to Mr. Smilie and he pronounced it No. 2. Now I have that sample and will show it to you if you want it. If that corn, I think it was on the 16th of July, was No. 2 corn, then it should have been No. 2 on the 14th, 13th and 12th. But we had to furnish a grade of corn so superior to that, that there was no comparison. Any commission man on the board will tell you that immediately after the collapse of the corner a great deal of corn graded No. 2 that would not have been accepted under any condition on the day before.

Mr. Neville: You say the commission men on the floor stated that this corn would not have graded the day before? I suppose you mean receiving agents?

Mr. Lloyd: Yes, sir.

Mr. Neville: Have these men ever come here with a complaint that has not been considered?

Mr. Lloyd: No, sir, not to my knowledge.

Mr. Neville: Is it not strange that if what you say is true they did not come here to protect their customers?

Mr. Lloyd: I hey did not want to enter into a controversy with the Inspection Department.

Mr. Neville: All they had to do was to call our attention to it and certainly they would have received courteous treatment.

Mr. Lloyd: We do not think that the sense of touch can tell whether the corn is too damp or not. We claim that nothing but scientific test will do that, for the simple reason that the hand is in different conditions. If the hand is a little damp the corn will feel damp. On the other hand the external shell of the corn may be damp when the kernel is not damp. Therefore, I think that instead of testing by the sense of touch there ought to be a scientific demonstration as to whether that corn is damp or not.

Mr. Neville: What per cent of dampness do you think it should be allowed to contain to grade No. 2.

Mr. Lloyd: I understand that you can go into the elevators here and find in No. 2 corn about 13 per cent moisture. Mr. Counselman has stated that in his last year's export shipments, out of the ten million bushels that he shipped, not one bushel graded No. 2 here; yet it was exported and sold for No. 2 corn. We think that No. 2 corn should be allowed to carry a certain per cent of moisture.

Mr. Neville: Well, what per cent of moisture would you say should be allowed? You ought to know better than we. We do not handle as much of it as you do.

Mr. Lloyd: Well, somewhere between 14 and 20 per cent. Another thing, I think that in order to make the inspection department of Chicago what it ought to be, there ought to be a school of instruction here. Bright young men should be invited here and put under able tutors. If adapted to the work, keep them, and if not adapted to the work, send them away. Finally you will have an inspection department that is bright-eyed and honest.

Mr. French: Are you familiar with the workings of this office?

Mr. Lloyd: No, sir.

(Continued on page 654.)

Meeting of Missouri Dealers at Moberly.

In response to a call issued by Sec. G. A. Stibbens of the Grain Dealers Union of Southwest Iowa and Northwest Missouri about 70 delegates of Northern Missouri assembled in the Merchant's Hotel, Moberly, Thursday, Dec. 4.

A dinner was tendered the visitors by the Missouri Grain Co., of Moberly, in the main dining hall of the Merchant's Hotel.

After all had dined sumptuously, the Missouri Grain Co. supplied cigars for the smokers to burn.

Chairs were pushed back and the meeting called to order by President D. Hunter of the Union, who addressed the dealers as follows:

Seven years ago, when the troubles of the grain men of Southwestern Iowa became unbearable, we called a meeting which was attended by few. Discouraged by the slim turn-out, we decided to postpone action and call another meeting. In the meantime the matter became agitated sufficiently so that we had enough at the second meeting to make a start.

At that time nearly every station in Southwestern Iowa was cursed with two to five scalpers and the elevator operators were fighting among themselves. It was surely a most deplorable condition. It took some time to obtain relief from scalpers, but through the assistance of the receivers and their friends, we finally succeeded, until to-day elevator property is worth three to four times what it was before our organization was started, and the regular dealers are making a living. Many more elevators are now to be found in our district than previous to organization. The grain is handled more advantageously. The dealers are able to work on a smaller margin and still make a living, and the farmers market their grain at any time of the year without trouble. The railroads also were benefited in that cars are not delayed in loading. The dealers of the territory are satisfied to make a fair living, but do not insist on handling all grain brought to their station as in former days. Jealousy has been displaced by friendly relations.

What the Grain Dealers Union has done in Southwestern Iowa, we believe can be done in this section, although it will take some time to attain that degree of perfection now found farther west. You have everything to gain and nothing to lose by organizing and working together.

I feel that you should discuss the matter here to-day, talk it over and decide what you want to do.

Sec. Stibbens read the following paper: SECRETARY STIBBENS' PAPER.

Mr. President and Gentlemen:

This is the first opportunity I have ever had of meeting the dealers in this section of the country, and I assure you it gives me great pleasure to be permitted to address you.

The grain dealers in this section must be a contented lot of people, or the conditions must be very favorable to their business, or they certainly would have taken some steps towards organizing the grain trade. For the past six years you have had grain associations on three sides of your state, doing aggressive work and benefiting the trade in general. Personally I know nothing about the conditions in this section, but I take it the grain business is conducted in a similar manner to what it was in Southwestern Iowa prior to the existence of the Grain Dealers' Union.

The grain trade in Southwestern Iowa previous to March, 1896 was in a deplorable state; elevator property could not be sold for 50c on the dollar; dealers paying track prices for grain, and from one to three scoop shovel men operating at each station.

Receivers in terminal markets were soliciting business and bidding any one who had grain to sell, regardless of the fact whether or not they had facilities for handling grain. When receivers were approached in regard to confining their business to men regularly engaged in the grain business, they did not consider it seriously, and were free to say associations could not last long.

As this organization has lived almost seven years I leave it for you to judge who was mistaken in their prophecy. The receivers in all markets have been educated to confine their business to dealers who have proper facilities for handling grain, and you do not find more than two or three firms in each market who are disposed to cater to the scoop shovel element, and I am free to state that this class of receivers are the scalawags in the business.

Go to the different markets of this country to-day, and look up the commission firms that are soliciting business from irregular dealers, and you find their business gradually drifting away from them, to firms who are willing to protect the business of the regular country dealer, and you will also find at one time in the history of their existence that they occupied large office quarters on the ground floor of the different exchanges and boards of trade, but when you locate them to-day, you will find they have one small room for an office in the upper story, in some remote corner of the building.

This is one thing that Association work has done for the receiver, who was unwilling to confine his business to the people throughout the country, who have their money invested in elevator property, and I say to you, without fear of successful contradiction, that the days of the commission firm, that is antagonistic to the business of the legitimate country dealer is numbered.

You will find the conditions of the grain trade in all unorganized territory in bad shape; dealers unacquainted; a feeling of jealousy existing between all competitors, and one dealer raises the price of grain, for fear his neighbor will buy it; his neighbor goes him one better, and then there is a fight on hand.

I firmly believe that three-fourths of the dealers assembled here, spend more money in one day, fighting their competitors, than it would cost them to support a grain Association for a year.

You all become members of an organization, and you frequently meet each other, become acquainted, and that feeling of jealousy and hatred will be changed to friendship, on account of the fact that you have become acquainted with your competitors, and find they are better men than you believed them to be.

The social feature of Associations is worth more money to each one of you than it will ever cost you; for after you have become acquainted with the other dealers in your section you cultivate a friendly feeling one for the other, which creates harmony throughout your country.

If you are not in the grain business for the purpose of making a legitimate profit, what are you in it for? The unbusinesslike methods that have been in vogue in all unorganized territory, cannot be remedied in a week or even a month, but if you will all become members of this organization and will treat your competitors fairly, and are willing to live and let live, the conditions in this section will gradually improve, and in a year from this time you could not be persuaded to go back to the old way of doing business.

Very few of you, I presume, ever attended a meeting of this kind before, and possibly some of you are here because your curiosity has been aroused, and others are here for the purpose of trying to better their condition in a business way. Those of you who are here out of curiosity will learn nothing strange or startling, as we are here strictly for the purpose of trying to place before you, in a businesslike way, the objects of a grain dealers association.

This work is no experiment on our part as we have toiled long and faithfully with the grain dealers, persuading them the only way they could have a prosperous business was to work in harmony with their competitors and buy grain on a reasonable and living margin.

I ask you in all candor, what does it profit you if you buy all the grain that comes to your station, if you buy it without a margin of profit? Is it not better for you to buy 1,000 bushels of grain at a profit of \$20.00, than it is to buy 2,000 bushels without any profit at all?

If you feel inclined to become members of this organization, please remember we cannot compel you to make money, but

we can point out a way to you by which you can conduct a profitable grain business.

Where there are two or more dealers located at one station, you must disabuse your minds of the fact that you can, and will, buy all the grain that comes to that particular station; it will be well for you to consider that your competitors have equal facilities for handling grain, and it is only natural that they will receive a portion of the business.

If you decide to become members of this organization, it will be well for you to remember that we have a constitution and by-laws, providing rules and regulations for the government of our members; we also have arbitration rules, and in case you have a difference with a member of this Association, or the National Association, you would be compelled to arbitrate or be suspended, or expelled, as our Governing Committee should decide.

Let me say right here, people in the grain business have honest differences, and the man who refuses to arbitrate is certainly dishonest, and the sooner the trade finds out such people the better.

The membership fee for joining the organization is \$3.00, and the dues are \$1.00 per month, for one station, so you will understand that for the first year it will cost you \$15.00 and after the first year \$12.00; but if you have more than one station of course your dues will be more than one dollar per month.

Judging from the benefit received by dealers in organized territory, do you believe you can afford to remain outside of an organization for the amount of money it will cost you?

If you decide to become members of this Union, and expect us to protect your business, it will be necessary for each member to keep the Secretary fully advised in regard to all irregularities that are being practiced by your competitors at all stations.

If you have trouble and do not keep us informed we cannot assist you in any way, for you should fully realize that we know nothing about what is going on at any of the stations in this state, unless our members inform us.

When you do send in complaints, be sure that they are correct and are absolute facts, for it places the Secretary in a very awkward position to take up a complaint, sent in by a member, and after a thorough investigation learn there was no foundation for the complaint. What we want are the exact facts and conditions and information that can be relied upon at all times.

When you become members of this organization you also become affiliated members of the Grain Dealers National Association, which will cost you \$1.00 per year, but up to this time it has never cost the members of the Union anything, because we have been able to pay it out of our funds, without making an extra assessment.

All country grain dealers insist upon the receivers protecting their business, but some are willing to give nothing in return. You must not lose sight of the fact, that if Associations were not supported by the receivers in the different markets, they could not exist for a single day; for it is the receivers who make it possible for grain associations to live. This being true, is it not just to the receiver that you reciprocate at every opportunity for the protection they give you? This is not a one-sided proposition and the receivers have rights as well as you, and you should be willing at all times to give them fair treatment.

The National Association, supported by the affiliated organizations, has been able to remedy a great many evils existing in the terminal markets, and will continue to do so if properly backed up by the grain trade.

Nearly all classes of business are organized for the purpose of self-protection; we are living in an age of combinations, and the dealers in Missouri will certainly commit no crime in becoming identified with a grain organization for their mutual benefit and protection. The only way to overcome the discord now existing among you is for you to become better acquainted with each other, and by doing so, you cultivate the friendship of your competitor, and it will have a natural tendency to do away with the cut-throat competition, that now exists in your section of the country.

Some dealers may think the only objects of a grain association are for the purpose of making and maintaining prices, but in this you are mistaken, as the primary objects of all associations are not to make prices. There are a great many evils existing in the country trade, in the way of

making overdrafts; laying down on contracts; scalping at stations, where you have no facilities, and overbidding your competitors. These evils have largely been eradicated, but we do occasionally find a dealer who is disposed to be crooked, in his deals with receivers, but this class of people are being shown up and gradually rooted out of the trade. I have no patience with a dealer who sells 10 or 20 cars of grain, and because of an advance in the market, refuses to fill his contract.

Association members who refuse to arbitrate are either suspended or expelled and their names published to the trade. Receivers are now refusing to do business with these people because they have said, by their very action when they refused to arbitrate, that they are unfair and dishonest, and not worthy of consideration by fair-minded people who are in the grain trade.

It will be impossible for you to learn all about the benefits of organization at one meeting, but if you will identify yourself with this organization for a year, you will be fully convinced that it at all times works for your interest.

Geo. A. Wells, Des Moines, secretary of the Iowa association, was called upon and said: President Hunter appears to be a father of association work. The pollen seems to have scattered from Southwest Iowa and we are the biggest baby in the bunch. Our membership includes over 900 dealers and we maintain an expense account of over \$6,000 a year. Our work is clearly outlined under six separate heads.

First the protection of the regular dealers who have facilities from the scoopers. I think it will be necessary for you to establish facilities before you can get any recognition from receivers in the terminal markets.

We attempt to keep a correct list of the regular dealers in the hands of the bidders and the receivers, and then our monthly bulletins give them corrections.

We seek to attain uniform methods of handling grain at local points. In the dark ages of the past the local grain dealer has sought by many unbusiness practices to do up his competitor, when it would have been much better to have been content with his share of the business and realized a living profit.

We hold local meetings frequently. It takes about twenty meetings to cover our territory. No association can afford to make any agreements in regard to prices.

One valuable feature of our work is the arbitration of trade differences. The Iowa association does not hesitate to suspend members who refuse to arbitrate differences with buyers or receivers. Several seeing the error of their way have come back to the association.

The improvement of conditions in terminal markets is receiving much attention and improvement has already been made in weights and police protection of grain in yards.

Another feature is the protection of the trade from unjust legislation. With an active organization gratifying results can be attained in this line.

The dissemination of information of different character among members depends upon the activity of the secretary. Twice a month, on the first and the tenth we send something to every member. We keep close to our members, keep them thinking.

Mr. McFarlin, Des Moines: Realizing that few of the dealers of this district have elevators, what is to be done? Can you afford to discriminate?

Mr. Wells: I do not think the line can be drawn between the classes at present.

Mr. Stibbens: When we organized the Grain Dealers Union there were but three dealers on the St. Joe branch. We took

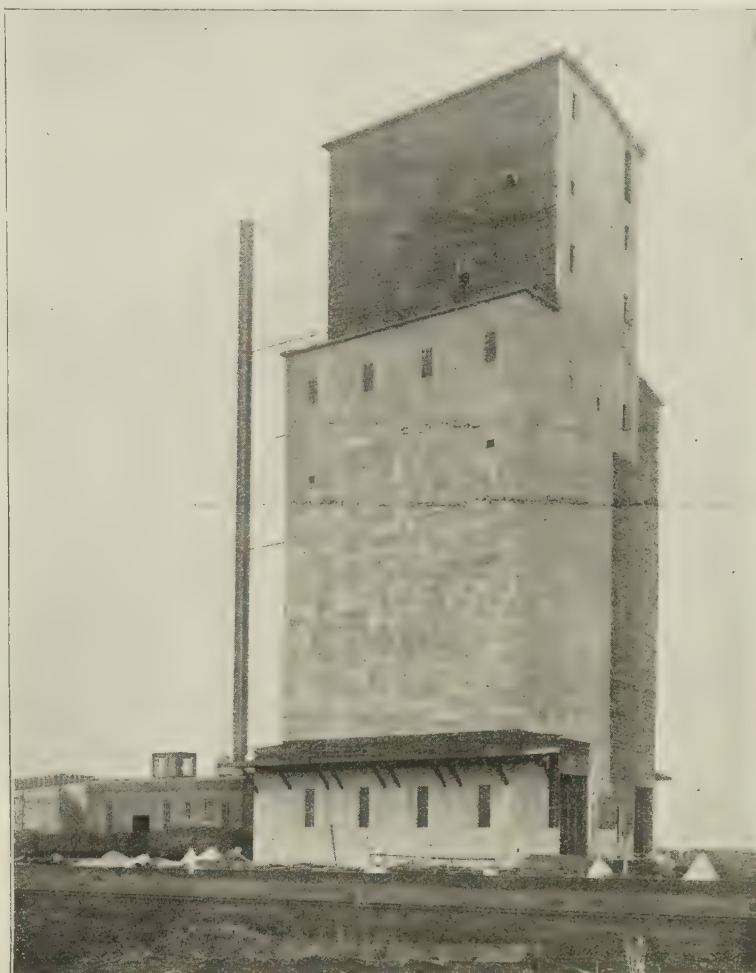
in many scoopers, the business increased and they were encouraged to build houses.

President Hunter: According to our constitution any man who is regularly engaged in the grain business can become a member. He is not required to have an elevator. If he is in the market ready to buy grain every day of the year he is eligible.

we organized a local association and we are not paying more for grain than we get. The president of our local is here to-day.

In Illinois we pay \$8 per station. I have been a member 8 years. I would not give up if it cost \$25 per year. If you organize you can count in our stations.

Wm. Pollock, Mexico: I have been in



Missouri Grain Co.'s New Elevator at Moberly, Mo.

J. H. Wayland, Salisbury: What would you do with a receiver who sends men into the country to buy from the farmers and loads into cars?

President Hunter: Give the facts in full to the secretary. He will attend to that.

Wm. McMahill: I think it would be well for the dealers to get leases from the railroads, then they would be considered regular.

H. Hunter, St. Louis: I have been traveling over this state for a number of years and I doubt that any state needs organizing so much as the grain dealers of Missouri. In a few days freight rates from this territory will be advanced four cents.

We have trouble at St. Louis and need your help. The Missouri Railroad Commission has permitted a reconsignment charge of \$2 a car. If we had the organized influence of an association from this district to help us we could obtain some relief. At present you have no one to work for the advancement of your interests.

F. M. Cutler, Carthage, Ill.: In Illinois the association has helped us a good deal. As soon as I came to this state

the milling business 33 years and our organizations have helped us without doing any one harm. I believe Missouri dealers can organize and work together to their mutual advantage. All should go in and insure success. The trouble with many organizations is they are not given hearty support.

J. W. Hill, Des Moines: We have all heard that in union there is strength. If the Northern Iowa Association, the Southwest Iowa and Northwest Missouri dealers should get together, we would have enough influence to remedy any injustice. I think we should proceed with the extension of the Grain Dealers Union.

R. S. Young, St. Louis: I move that the grain dealers present join Grain Dealers Union of Southwest Iowa and Northwest Missouri. Seconded by Mr. Klingenberg of Concordia.

Wm. Pollock, Mexico: In the millers association we found that where too much territory was covered the millers lost interest and little was accomplished. You would hold your meetings in Iowa and few of our dealers would care to go so far. I believe it better to cover less territory.

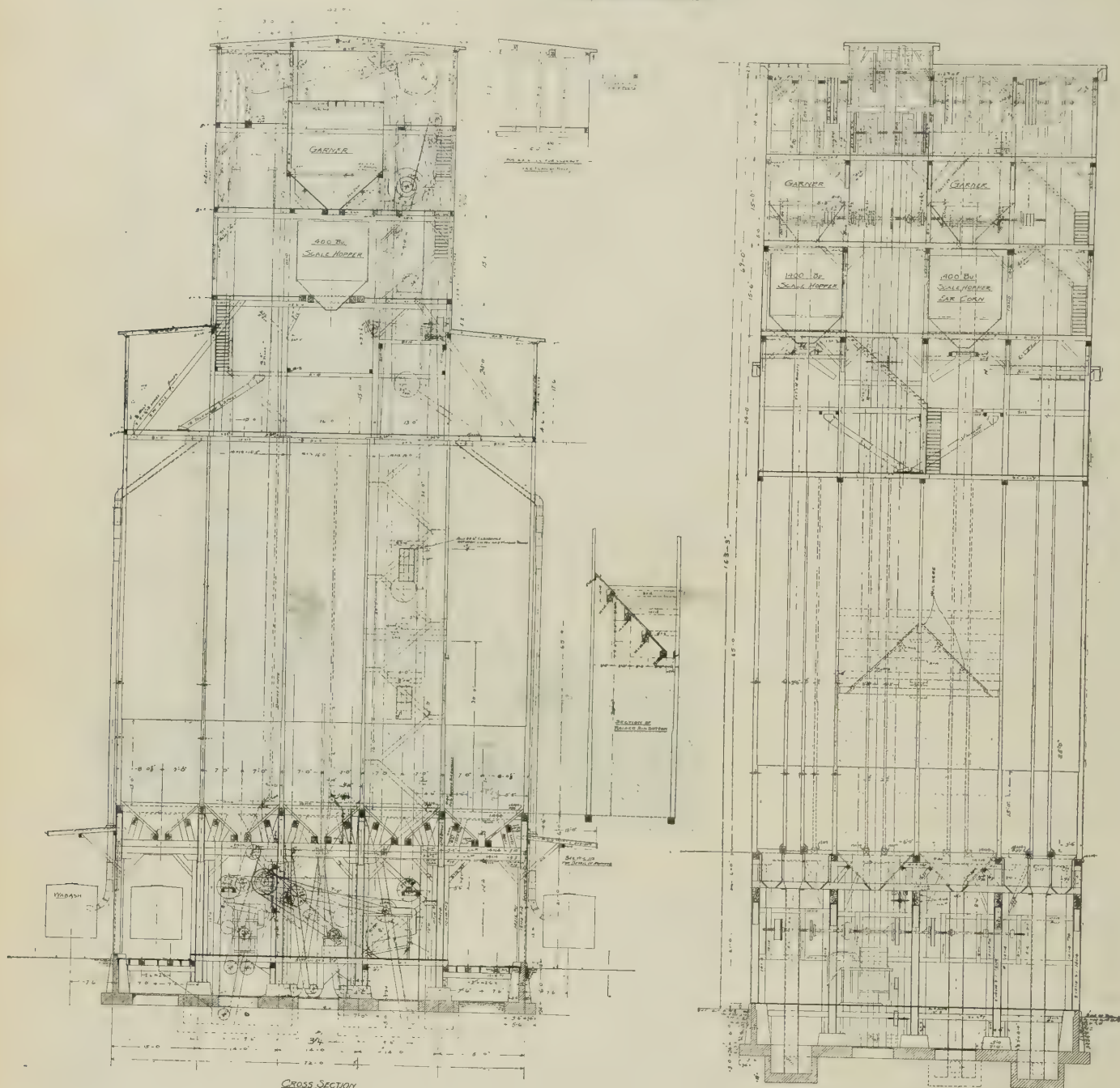
J. H. Wayland: I am in favor of making a start. Let us go into the union until we get strong. If then we wish to go alone we can organize an independent association. We should not be lukewarm in this matter, but enter into the work earnestly.

retary, so the work would lag for want of some one to push it.

G. L. Graham, St. Louis: Just after the Des Moines meeting of the National Association I tried to organize a Missouri association, but did not see where I could get enough members to command

the Commercial Club of Moberly I have to extend to you an invitation to visit the Commercial Club this evening, and I would be pleased to know how many will stay over.

Upon motion of Mr. Hill the invitation was accepted.



Cross Section—Missouri Grain Co.'s Elevator at Moberly, Mo. —Longitudinal Section.

Mr. Wells: The constitution of the Grain Dealers Union will protect you in your business.

G. A. Stibbens: I think it would be better for you to join the union now and gain the advantage of its experience and influence. If later you desire to organize independently that is your privilege, and then you will have experience to guide you. It makes not a dollar's difference to me what action you take. By joining the union you also become an affiliated member of the Grain Dealers National Association. If you did organize independently you could not expect to raise enough money to command the services of a sec-

retary. I think we should accept the invitation of the union and follow the suggestion of Mr. Stibbens.

M. F. Hackett, Fairfax: I have been a member of the union for six years and watched its growth carefully. Since President Hunter and Secretary Stibbens came to the front we have got along nicely and without a jar. You cannot afford to refuse the advantage of their experience, and I believe we should act today.

The motion was carried and a recess taken for receiving applications.

L. B. Wilcox, Moberly: In behalf of

J. H. Wayland: I move that we tender a vote of thanks to the Missouri Grain Co. for the dinner and courtesies shown us during our stay in Moberly. Adopted. Secretary Stibbens read the constitution and by-laws.

The dealers then adjourned to the hotel office.

CONVENTION NOTES.

A move long needed by Missouri dealers.

One man from Illinois—F. M. Cutler, Carthage.

The next meeting will be held in a more accessible place.

The social feature of the meeting was heartily enjoyed by all.

Toledo was represented by W. W. Knight of Reynolds Bros.

The Grain Dealers Journal was represented by Charles S. Clark.

One Chicago firm represented—Richardson & Co., by A. H. Barlow.

The Wabash gave the dealers on its line a rate of fare and one-third.

Jump into the band wagon and break the charm of that unlucky number of new members—13.

President Hunter, who lives at Hamburg, Ia., traveled days and nights, to reach that inaccessible spot called Moberly.

The report that Secretary Stibbens walked all the way is a mistake. He came via chughole route in a carriage some of the way.

Wm. McMahl, who has long been in the business at Shenandoah, Ia., ex-

ceived from the following Missouri dealers: A. F. Owen & Son, Brunswick; Jno. H. Wayland & Co., Salisbury; Wilder & Pearson, Laddonia; Salisbury Milling Co., Salisbury; R. H. Seaman, La Belle; E. H. Algermissen, Montgomery City; H. F. Kircher, Wayland; Jas. H. Wooldridge, Booneville; Moore & Lee, Old Franklin; J. S. Klingenberg, Concordia; Winterbower & Canole, New Overton; Cobb & Varner, Odessa, and Baggary Milling Co., Odessa.

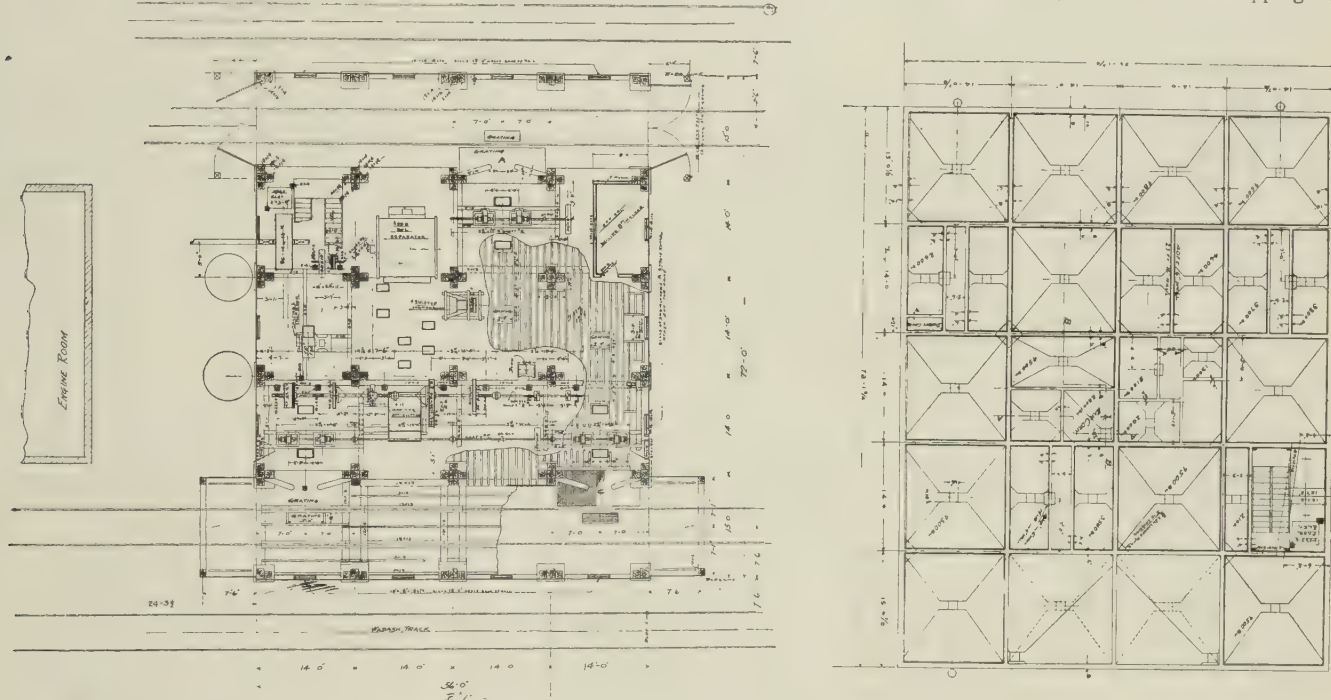
St. Louis receivers were out in force, the following firms being represented: Daniel P. Byrne & Co., by G. W. Crump; Brinson-Judd Grain Co., by T. C. Taylor; Connor Bros. & Co., by Jas. A. Connor; Funsten Bros. & Co., by R. S. Young; G. L. Graham & Co., by G. L. Graham and S. T. Marshall; Eaton, McClellan & Co., by W. H. Johnson; W. L. Green Co., J. H. Hundley; Langenberg Bros. & Co., H. F. Ketchum; John Mullally Com. Co., by J. Mullally; Sherry-Bacon Grain Co., by

Missouri Grain Company's Elevator at Moberly, Mo.

Some of the dealers attending the Moberly meeting of the Grain Dealers Union last week were fortunate enough to arrive by early trains and availed themselves of the invitation of the Missouri Grain Co. to visit its new transfer and cleaning elevator at that point.

The Missouri Grain Co. is composed of N. Hodgson, Des Moines, President; J. J. Jenks, Avoca, Ia., Vice-Pres.; J. J. Spindler, Secy. and Cashier, and L. B. Wilcox, Manager. Other stockholders are Wm. L. Shepard, F. H. Hancock and M. McFarlin, all of Des Moines.

The elevator, which was designed and is being erected by John S. Metcalf Co. of Chicago, is illustrated on this and preceding pages. The house covers an area of 56 feet by 70 feet. On each side there are two tracks one of each used for receiving and one for shipping. On



Ground Floor—Missouri Grain Co.'s Elevator, Moberly, Mo.—Plan of Bins.

pressed a desire to list the Missouri stations of Marsh & Mahill.

In the morning and afternoon parties of grain dealers were shown thru the new transfer elevator of the Missouri Grain Co., which is illustrated in this number.

J. D. Lund, assistant general freight agent of the Wabash, who has his headquarters at Kansas City, drove 13 miles across the country in order to meet with the shippers.

Moberly is a progressive city, with well paved and brilliantly lighted streets, but the railroads do not seem to be disposed to run trains often enough to make it a good convention town. Twelve dealers were stalled by a delayed train at Higbee, ten miles away, and did not reach Moberly until 6:30 p. m.

The Des Moines delegation included M. McFarlin, J. W. Hill, Geo. A. Wells, secretary of the state association; H. H. Lantz, the floater policy man; C. L. Gilchrist, N. Hodgson, W. F. Morgan, representing Churchill & Co., Churchill-White Grain Co., H. L. Halliday Milling Co. and Leishear, Boyd & Co., and F. C. McMillan, district freight agent Wabash.

Applications for membership were re-

ceived from the following Missouri dealers: W. W. Powell; Chris Sharp Com. Co., by Harry Hunter; Siemers & Chisholm, by J. H. Chisholm; D. E. Smith & Co., by P. J. Barron; John A. Warren & Co., by John A. Warren; P. P. Williams Grain Co., by W. C. Selle; J. L. Wright Grain Co., by C. L. Wright.

Among those present were E. H. Algermissen, Montgomery City; F. Blattner, Wellsville; L. F. Cobb, Odessa; W. S. Coulter, Macon; L. Crump, Centralia; A. Fisher, Edina; C. E. Gorman, Wakenda; T. E. Griffith, De Witt; M. F. Hackett, Fairfax; C. M. Hoppen, Sumner; J. B. Hurt, Armstrong; F. G. Jacobi, Martinsburg; S. S. Jean, Cairo; H. F. Kircher, Ashton; J. S. Klingenberg, Concordia; S. J. Leach, Salisbury; H. Lee, Kingsbury; W. M. Moore, Old Franklin; S. H. Marshall, Moberly; C. Muff, Atlanta; C. F. Owen, Brunswick; A. B. Peck, Lathrop; Wm. Pollock, Mexico; H. Plattner, Salisbury; A. F. Romans, Benton City; D. P. Sailor, Montgomery City; H. C. Stanley, Wakenda; F. Smith, Macon; C. F. Smith, La Belle; J. H. Wayland, Salisbury; F. W. Walter, Corning; L. B. Wilcox, Moberly; C. A. Wilder, Laddonia, and J. H. Wooldridge, Booneville.

the Wabash side of the house there are two receiving elevators and on the M. K. & T. side, one elevator. One leg on each side is designed to handle ear corn. Provision has been made in the cupola for three sets of scales of 84,000 pounds' capacity with 1,400 bushel earners over them. The house contains cleaning, clipping and corn shelling machines, located in the first story, each of which is provided with an elevator to take the cleaned product to the cupola.

Three car loading spouts with Sandmeyer Loading Spouts have been installed. A passenger elevator runs from the first story to the top floor of the cupola. The bins are 65 feet deep and the elevator building is being covered with galvanized corrugated steel.

The power house is a detached brick structure and contains a large Corliss engine, two horizontal tubular boilers, boiler feed pumps, heater and an electric light engine and dynamo. The plant also contains a complete system for collecting and burning dust.

One of the novel features in this construction is the method employed to obtain sufficient support for the foundation.

The ground being clay, it was not permissible to load it very heavily, and in order to distribute the load a slab of concrete was placed over almost the entire area. This slab was reinforced with steel rods at such points as was necessary, in order to relieve the concrete of any undue tension. On the top of this slab the piers and walls were built. The entire equipment is modern in every respect and is designed for the rapid handling of grain.

Hearing on Corn Grades at Chicago.

(Continued from page 649.)

Mr. French: Do you know that there is not an inspector in the department that has not been promoted to that position on account of competency.

Mr. Lloyd: Perhaps that is true, but we look at the conditions as they are. It doesn't make any difference where the inspector comes from as long as we get a fair show.

Mr. French: We haven't an inspector that has not been in the service from five to thirty years. Every inspector in this department has served an apprenticeship as helper from four to five years and before he is promoted he has to pass an examination that I doubt if there is a man in the room that could pass it. Simply for the reason, not that you are not good judges of grain, but on account of the many different varieties that you never come in contact with.

Mr. Lloyd: Will you be kind enough to state to us how it is that the grade was lower on the 16th than it was on the 14th and 15th?

Mr. French: I can't explain it because I do not think it is true. We investigated the next day and the commission men and the inspectors stated that they did not know anything about it. If you can prove your statement by anyone we would be glad to have you do it. Do you know of any inspector that knew anything about this?

Mr. Lloyd: Yes, sir, I do.

Mr. Neville: Well, if that is so, call the man here and we will see that he is discharged to-day.

Mr. Lloyd: I do not care to do that because I do not want to see that man lose his job. What we want is to have the wrong righted.

Mr. J. F. Howard, Chicago, was asked to state what he knew about the change in grading after the corner broke and said: "Just having come into the room, what you refer to is, I suppose, the sample of No. 2 white corn I found on my table one morning after the corner broke. Mr. Lloyd and some others of the state grain dealers association were here looking after the grading of this corn and I called his attention to the sample of No. 2 white on my table, and told him that I had a sample of better corn a couple days previous that had graded No. 3 and after calling for reinspection the inspection was sustained as No. 3, and it was better corn in my estimation, and in the estimation of several others, than this sample of No. 2 white.

Regarding the sample of corn which Mr. Lloyd had secured and brought to Mr. Bidwell, Mr. Bidwell stated: "You went down and got a sample of No. 2 white corn; you brought it here and, if you will remember, there was some damaged corn in it, which of course, is permitted in No. 2 white corn. I looked at it and stated I thought it was No. 3 white corn. It was taken in to Mr. Smilie and

he said it was No. 2 white corn. Mr. Smith and Mr. Lloyd went out and looked at the car and Mr. Smith admitted that it was close to the line. Did you not, Mr. Smith?"

Mr. Smith: Yes, sir.

Mr. Lloyd: Will you permit me to show this sample of corn. The sample was sent for and afterward brought in and examined.

Mr. Delaney: I have attended meetings of grain associations in this state during the past two years. I know every grain man in the state of Illinois, and I want to disabuse your minds that we are making any charges against this department. We stand on the ground that for some reason or other, possibly to maintain the reputation of the Chicago market, the inspection has come to such a point that we are helpless. We are here with the request that you make the inspection a little more lenient.

Mr. Neville: What per cent of moisture do you think ought to be allowed in corn to have it pass as No. 2?

Mr. Delaney: I think it is foolish for any one who is not a chemist to try to say just how much.

Mr. Neville: It is no wonder then that our inspectors are mistaken sometimes.

Mr. Delaney: Not at all. The trouble is that the general tendency is to be too rigid.

Mr. Neville: I think that during the corner perhaps many inspectors, in order to protect themselves, became a little too rigid. If they passed the corn as No. 2 and it was put into elevators, and in twenty or thirty days it had to be inspected out, and found in a heated condition, what position would the inspector be in?

Mr. Delaney: That is under the supposition that the houses are all alike, but the fact is that corn will keep better in some places than in others.

Mr. P. Whalen stated that something ought to be done regarding the grading of oats. He stated that he had No. 4 white oats that sold by sample for more than what standard oats in store brought. But that he could not sell them for future delivery as he could not furnish standard oats.

Mr. Lloyd read the following letter:

The writer had a line of September oats bought during and prior to September of this year, and anticipated on account of the scarcity of Standard Oats of selling them at a good advance before the September option expired. The elevators in Chicago manufactured oats at such a rate that this became impossible and part of these oats were sold out at a loss; but the writer took delivery of one 5,000-bushel lot the last day of September, and ordered them loaded out; this with the object of ascertaining what kind of oats had been delivered me, on the other September oats, which I was forced to sell at a loss.

I received a certificate issued by the Alton Grain Company for 5,000 bushels of Standard Oats, in the Alton Elevator. These oats were loaded out, and I was tendered three cars, which on presenting sample to the Inspection Department (without stating where the oats were from) were immediately pronounced No. 4 White Oats. I refused to accept these oats, and the Alton Elevator Company took them back and loaded out 5,000 bushels more, which were again inspected "very poor No. 3 White Oats or good No. 4 Whites." These in turn were refused, and they again took them back and loaded them out again. This last time they were fair No. 3 Whites; were accepted by me and sold on the market at about 3 cents under the prevailing price of Standard Oats, fresh from the country.

Mr. French: If you will stop and think for a moment you will readily see why there is a difference between the grading here and at other points. This is the greatest speculative market in the world. Take East St. Louis for instance, corn graded

into the elevators there is only taken into the cleaning houses and then shipped away. We perhaps are more lenient there and can afford to be. This is also true at Decatur. The trade there requests it and we are very glad to help the trade where we can do it with safety to the department. This is where you gentlemen hedge your purchases and that is where the trouble is. We are more lenient at other places simply because the trade requests it and we can help them by being so.

Mr. Mowry: As far as Illinois is concerned, you are about to inspect one of the best crops of corn ever raised in the state. We would like to see that 7 per cent that has been inspecting go up to 75 per cent.

The commissioners said that maybe the inspectors had sometimes been a little too rigid and that they will be glad to do anything possible to help the trade.

SEEDS.

C. A. Bissell, Antwerp, O., Dec. 5: Clover seed a very small crop.

Stearns & Greeding, Bluffton, O., Nov. 22: Clover seed a fair crop and about all sold.

Remember that the change in the grade of clover seed at Toledo will become effective Jan. 1.

The Iowa Seed Co., of Des Moines, is said to do one of the largest mail order businesses in the seed trade.

Alex. Rodgers, formerly with S. G. Courteen, seedsmen of the Milwaukee, is now with J. Chas. McCullough, Cincinnati, O.

Alfalfa is said not to succeed in Illinois unless the soil has been inoculated with the tubercle-forming bacilli.

The Steele-Briggs Seed Co. has been incorporated to do business in Manitoba, with offices at Winnipeg in charge of E. F. Crossland.

Sixteen machines for milling 4,000,000 packages for the government free seed distribution have been installed in a building at Washington, D. C.

Turner Bros., of Bremen, O., received one day last month a carload of clover seed from farmers at Lancaster station. One grower delivered 109 bushels of fine quality, receiving \$5 per bushel.

Receipts of clover seed at Toledo for the week ending Dec. 6 were 2,700 bags and shipments 1,125 bags; compared with 1,680 bags received and 2,910 bags shipped during the corresponding week of last year. During the season receipts have amounted to 58,890 bags and shipments to 10,832 bags; compared with 80,861 bags received and 32,340 bags shipped during last season.

Chicago shipped during the week ending Dec. 6 149,300 pounds of timothy seed, 126,800 pounds of clover seed, 73,432 pounds of other grass seed and 10,642 bushels of flaxseed; compared with 144,500 pounds of timothy seed, 30,000 pounds of clover seed, 81,860 pounds of other grass seed and 17,915 bushels of flaxseed shipped during the corresponding week of last year.

Chicago received during the week ending Dec. 6 805,760 pounds of timothy seed, 372,710 pounds of clover seed, 628,499 pounds of other grass seed and 65,885 bushels of flaxseed; compared with 831,100 pounds of timothy seed, 272,415 pounds of clover seed, 1,108,230 pounds of other grass seed and 85,957 bushels of flaxseed received during the corresponding week of last year.

An Arbitrated Case.

Chas. Rippe, Forest City, Ia., vs. Nanson Commission Co., St. Louis, Mo. Appealed from Arbitration Committee of Iowa Grain Dealers Association to the Arbitration Committee of the Grain Dealers National Association.

Mr. Chas. Rippe's statement of facts:

On Nov. 30th, 1901, I received a postal card bid from the Nanson Com. Co., St. Louis, Mo., through their branch office at Des Moines, Ia., offering 40% cents track, Forest City, Ia., for "3 or better white oats."

I wired the said branch office on the same day, accepting their offer for 10,000 bushels of oats on the above bid. My message-reading as follows: "Accept offer 10,000 bushels of 3 or better white oats."

In a letter from Nanson Com. Co., dated Nov. 30th, confirming the purchase they made, they confirmed the same by stating the terms, "Ten thousand bushels of 3 white oats or better at 40% cents track, Forest City, 20 days shipment, St. Louis weights and inspection."

I immediately wrote to the said branch office at Des Moines, protesting against their confirmation of sale made to them, and informed them that I had sold 10,000 bushels of 3 or better white oats, while they claimed to have bought 3 white oats.

In reply to this I received a letter dated Dec. 3d, from the said branch office, in which the said office confirmed their postal card bid as having been for 3 or better white oats and confirming my message, as accepting the offer on 10,000 bushels of 3 or better white oats.

The manager of the branch office, Mr. Tower, in said letter of Dec. 3d, states that he regretted that there was a misunderstanding and that he had sent the correspondence to the main office at St. Louis with the request to have said office write to me direct.

On Dec. 4th, I shipped the first car of oats on the above sale, viz: car B. C. 4,935.

Several days later I received a letter from the Nanson Com. Co., dated St. Louis, Dec. 5th, in which they confirmed the sale of 3 or better white oats, and then stated, that all they wanted, is to have the oats grade 3 white, also stated that they had "no doubt about the grade running, that way, so let them come forward in the usual way, and we will report as fast as they come in; we have had no trouble with the grades of any oats from your section."

On receipt of this letter, I did not ship any more oats, preferring to await the outcome of the shipment of car 4,935.

This car reached St. Louis on Dec. 10th, as is indicated by date of inspection certificate, as well as letter from the railroad company, but I received no information from the Nanson Com. Co. until the end of December, when in a letter dated Dec. 26th, 1901, they write as follows: "Car 4,935 in and grade is satisfactory; let rest come forward." I immediately made further shipments.

On Jan. 11th, 1902, the Nanson Com. Co. wrote to me, reporting the arrival of cars 6,689 and 7,256, stating that the cars had graded 4 white oats and that they would be obliged to deduct one cent a bushel on the two cars.

On Jan. 17th they made returns for two cars, just referred to, reporting car 7,256 as 4 white oats, and deducting one cent a bushel on said car, and reported car 6,689 as "3 oats color," and making no deduction on this car.

On Jan. 24th, they wrote me a letter, informing me of the arrival of car 5,121, stating that it graded 4 white and that they would deduct 1½ cents a bushel.

Feb. 7th, the Nanson Com. Co. wrote me a letter, stating that they had given me all the time they could allow for the shipment of the oats, and therefore they had charged my account with 3 cents a bushel, on the oats still due, amounting to \$70.88, on the same day, sending me a check, which they claimed balanced my account, making the above deduction.

I shipped no further oats, since I disputed their right to any allowance for any oats grading 4 whites, and I dispute their claim of \$70.88 since they extended their original time of shipment, by their letter of Dec. 26th, in which they instructed me to let the balance of the oats come forward, these instructions having been received after the 20 days specified, extending the contract indefinitely, and they had no right to consider such contract canceled and charge any loss to my account until they had first given me a fur-

ther reasonable time to make such shipments.

I claim a balance due me from the Nanson Com. Co., of \$159.55. I have charged their account with the deductions made on the two cars, also with 149 bushels, 28 pounds, oats in car 4,935; their account sales report the car as having contained 1,179 bushels, 2 pounds, or 37,730 pounds, while the weight certificate they sent for the car in question, calls for 42,510 pounds, making the balance due, \$60.15.

Chas. Rippe.

St. Louis, April 23d, 1902.

Messrs. E. D. Hamlin, A. Moorehouse, H. S. Buel, Arbitration Committee Iowa Grain Dealers Association.

Gentlemen:—In answer to Mr. Chas. Rippe's complaint before your committee, we beg leave to present the following statement of facts, as we have them:

Our agent, Mr. Louis I. Tower, of Des Moines, Ia., made him a bid on postal card (copy enclosed, No. 1) of 40% track Forest City, for No. 3 or better white oats.

Mr. Rippe on November 30th wired us acceptance of offer and sold us 10,000 bushels No. 3 or better white oats at 40% cents. (See telegram, No. 2.)

Mr. Tower confirmed the purchase of 10,000 bushels No. 3 white oats or better. (See copy of letter, No. 3.)

On December 2d Mr. Rippe wrote saying that he had not sold us No. 3 white oats, but No. 3 oats, white or better. (See letter, No. 4.)

December 3d Mr. Tower wrote us enclosing Mr. Rippe's letter, asking us to write him about the matter. (See letter enclosed, No. 5.)

We wrote Mr. Rippe on December 5th saying that all we asked was for the oats to grade No. 3 white and to let them come forward and that we had had no trouble with oats from his section. (See copy of letter, No. 6.)

December 3d Mr. Rippe shipped car No. 4935, which graded No. 2 white oats. We did not advise him of the arrival of this car, it not being our custom to do so unless car did not grade. We send statements as soon as weights are received. At this time there being a blockade on the Terminal Railroads of this city there was much delay in switching cars and hence we were rather slow in getting the weights.

December 20th not having received any advice of further shipments, we asked Mr. Tower to write to Mr. Rippe, which he did, and sent us the enclosed letter. (No. 7.)

On receipt of this we wrote Mr. Rippe saying "Car 4935 in, grade satisfactory. Let the rest come forward." (No. 8.)

He then made the following shipments: Dec. 30th, No. 4808, grading No. 4 white oats, taken on sale; no dockage.

Jan. 3d, No. 6689, grading No. 4 white oats, taken on sale; no dockage.

Jan. 4th, No. 7256, grading No. 4 white oats, taken on sale; 1c off.

Jan. 16th, No. 5121, grading No. 4 white oats, taken on sale; 1½c off.

Jan. 16th, No. 4092, grading No. 2 oats, taken on sale.

We notified Mr. Rippe January 11th of grade of cars 6689 and 7256 and stated we would have to dock them 1c per bushel. (See copy of letter, No. 9.)

But through error the dockage on car 6689 was not noted on our purchase book and statement was rendered at contract price.

January 24th we received car 5121, grading No. 4 white, which we docked 1½c per bushel. (See copy of letter, No. 10.)

Car 4092 graded No. 2 oats and accepted on sale.

On February 7th having no advice of further shipments, last shipment having been made January 16th, we closed up the account by charging 3c per bushel on the shortage of 2,362 bushels. (See copy of letter, No. 11.)

See also Chas. Rippe's letter dated February 10th. (No. 12.) And copy of our answer. (No. 13.)

We considered that three cents was a fair price to charge for this shortage, based on the price oats had been selling at since Dec. 4th up to Jan. 24th, the date of receipt of the last car shipped. We attach a memorandum showing sales of No. 3 white oats in St. Louis from Dec. 4th to Jan. 24th, taken from the Merchants' Exchange P-C of this city. (No. 14.)

While we admit that we extended time of shipment by our letter of Dec. 26th. We do not think that this should be construed to mean an indefinite time, as Mr. Rippe claims, and when we closed up the account February 7th, there had been no shipment since January 16th, and it seemed to us that Mr. Rippe had no intention of making further shipments.

In answer to his statement as follows: "I shipped no further oats since I dis-

puted their right to any allowance for any oats grading 4 whites," would say that we have received no letter from him touching on this point until the one of date Feb. 10th. We have looked through our files and can find no letter of the kind referred to, nor do we find we have answered any such letter.

We enclose the copy of our telegram giving prices to Mr. Tower on which he based his bid to Chas. Rippe. (No. 15.)

We also enclose certificates of weight and inspection on all cars received, except the certificate of weight on car 4935, on which Mr. Rippe makes a claim of short weight. (No. 16.)

With regard to car 4935, on which Mr. Rippe claims that we sent him statement for less amount of oats than the car contained, and for less amount than the certificate of weight called for, will say that we accounted to him for the entire amount of oats in said car. The car arrived here December 10th and was sold to Ed Arp & Co. and hauled by them from delivery track of the St. Louis, Keokuk & Northwestern Railroad. The car was weighed on wagon scales by regular city weighers and the weight was supervised and number of loads checked by officials of the railroad company. We enclose certificate of weight, also expense bill of the railroad company, showing their statement, "Wagon scale weight," stamped on bill. (No. 17.) We sent Mr. Rippe a statement of the car December 31st.

On February 15th Mr. Rippe wrote to us asking for certain certificates of inspection and weights. (See his letter, No. 18.)

One of the clerks in our office undertook to get up these certificates, and through mistake a certificate for the same car loaded with corn shipped by Stockdale & Dietz Co., of Harris, Ia., and received by us January 20th, sold January 21st, and weighed January 24th, was sent to him. This is the certificate that he has and on which he bases his claim for weight of 42,510 pounds of oats. (See papers, No. 19.)

We also enclose railroad notice for the car of oats 4935 dated Dec. 10th and the agent's receipt for our order of same date. (No. 20.)

We asked the Merchants' Exchange Weighing Committee to have Mr. Hugh S. Murray, supervisor of weighing, to inspect the weighing of this car of oats, and also of the car of corn. We attach Mr. Murray's letter to the committee, with certificate of weights attached. (No. 21.)

We wrote to Mr. Rippe in reference to the error, in sending him the wrong certificate, and explained the matter fully. This we did after we received a copy of his claim before your committee, as we were not aware until then that we had sent him the wrong certificate.

Summing up the facts we have presented to you, we contend:

First—That Chas. Rippe sold us 10,000 bushels No. 3 or better white oats at 40% track Forest City, meaning oats grading not lower than No. 3 white, we to have the advantage of any grading higher than this and Mr. Rippe to have the privilege of putting in on contract oats of a higher grade than No. 3 white.

Second—That his letter of Dec. 2d was in error as his telegram of acceptance was worded "No. 3 or better white oats," while in his letter of protest he says he accepted on No. 3 oats white or better.

Third—That there is no grade in St. Louis as No. 3 oats white, and that the wording in the different letters and telegrams is only different ways of expressing the same thing, there being no difference in our opinion between No. 3 or better white oats, No. 3 white oats or better, and No. 3 oats, white or better.

Fourth—That by his action in accepting our letter of explanation and shipping six cars of oats on the sale, he has condoned any error made by Mr. Tower in his letter of acceptance.

Fifth—We have shown good faith to Mr. Rippe in accepting what oats he shipped us on contract, only docking him on two cars grading No. 4 white and accepting on sale two cars No. 4 white oats without dockage and one car of No. 2 oats.

In conclusion we submit these facts and argument for your careful consideration and have no doubt that you will render judgment in the matter, doing full justice to both parties in the controversy.

Yours truly,

Nanson Com. Co.,

Geo. H. Hall, Sec'y.

Members of the Arbitration Committee

Grain Dealers National Association.

Chas. Rippe, Forest City, Iowa, vs. Nan-

son Commission Company, St. Louis, Mo.

—In Appeal from Arbitration Committee

of Iowa Grain Dealers Association.

The documents herewith, together with

the evidence introduced, show conclusively

that Chas. Rippe sold to Nanson Commission Company on November 30th, 1901, 10,000 bushels of No. 3 or better white oats. The question as to whether No. 3 white oats or better was intended is not a question (in my opinion) for arbitration. The evidence on both sides, also documents furnished by the buyers, who are the original defendants in this case, show positively that the complainant, Chas. Rippe, did ship six cars containing 7,637.25 bushels of oats of the grade of No. 3 oats, white, or better. Now, therefore, I hold that said Chas. Rippe should be given credit by Messrs. Nanson Commission Company, as follows:

1c per bushel on car 7256—1,575 bushels.	\$15.75
1½c per bushel on car 5121—1,224.21 bushels	18.37
	<hr/> \$34.12

or \$34.12.

Now then, as to the rights of buyer and seller to such a contract as was made between tugans, I hold that the buyer was not bound to notify seller of expiration of contract, and that settlement was in order. It was optional at any period after expiration of contract for buyer to cancel at the then market, and debit or credit as the conditions justified. The seller had the right at the date of expiration of contract to ask for extension or negotiate for cancellation. Hence I find for the defendants, Messrs. Nanson Commission Company, on that point, and accepting their figures as correct on the market at the time, they are entitled to charge to the account of Chas. Rippe \$70.86, or 3c per bushel, on the 2,362 bushels not shipped.

Referring now to the controversy regarding the alleged discrepancy in weight or quantity of grain contained in car No. 4935. There is no evidence to show that the weight, originally rendered was incorrect, whereas Messrs. Nanson Commission Company do make full and complete statement as to origination of certificate showing car No. 4935 containing 42,510 pounds No. 3 corn. Therefore, Chas. Rippe is not entitled to make any claim for alleged discrepancy in weight—\$60.15.

In conclusion, then, Chas. Rippe is entitled to charge Nanson Commission Company \$34.12, and to credit Nanson Commission Company \$70.86, and entirely eliminate the item of \$60.15 for alleged discrepancy in weight of car No. 4935.

Respectfully submitted,

Homer H. Peters,

Chairman Arbitration Committee Grain Dealers National Association.
Chicago, August 9th, 1902.

Chas. Rippe, Forest City, Iowa, vs. Nanson Com. Co., St. Louis, Mo. On appeal from Arbitration Committee, Iowa Grain Dealers Association.

Chas. Rippe, Complainant and Appellee.
Nanson Com. Co., Defendant and Appellant.

Opinion by Jay A. King, member of Arbitration Committee, Grain Dealers National Association.

The agreement to submit this case to the Committee on Arbitration, for their decision, which agreement is executed by both parties to the case, provides for the arbitration of all differences arising from the sale of 10,000 bushels of oats by Chas. Rippe to Nanson Com. Co. Nov. 30th, 1901, and the account between the parties pertaining thereto.

The differences claimed are:

First—In regard to the kind, or grade of oats sold.

Second—Discounts charged by Nanson Com. Co. on account of grade.

Third—Difference in weight on car No. 4935.

Fourth—\$70.86, or three cents per bushel charged by Nanson Com. Co. on 2,362 bushels of oats due them on contract and not shipped by Rippe.

The decision of the committee of the Iowa Grain Dealers Association is, that the contract between the parties was for No. 3 White oats or better, that the discounts charged by Nanson Com. Co. on account of grade were properly taken, that the claim for difference in weight on car No. 4935 is not supported by the evidence. That the charge of \$70.86 for default of contract was not a proper charge and should be returned to Rippe, for the reasons that the Nanson Com. Co. did not terminate the contract at the end of the time first named, 20 days, that they erroneously advised Mr. Rippe of result of inspection in St. Louis, of oats from his section of Iowa, that they were negligent in not promptly notifying Rippe of the grade of the first shipment made by him, and that they wrote him, "the grade of the first car was satisfactory, send the rest along."

Difference number one: The complainant claims that he "interpreted the bid re-

ceived as meaning No. 3 oats white in color." The defendant claims to have bid for "No. 3 or better white oats, or No. 3 white oats or better." The question on that point, to be determined, is, what the contract really was, not what either party to it understood it to be. As there was no preliminary conference or correspondence between the parties, in reference to the contract, the card bid by Mr. Tower for Nanson Com. Co. making the offer to Mr. Rippe, and the telegrams sent by Mr. Rippe accepting the offer, constitute the entire contract.

The card introduced in evidence as a copy of the one sent, states "No. 3 or better white oats." The claim that the card offered in evidence is a true copy is not disputed and must be so accepted. The telegram offered in evidence as the one sent by Rippe accepting the offer, reads "three or better white oats." No contention having been made that the telegram offered in evidence is not the one sent, it must also be accepted as correct.

The question then is, what do the words "three or better white oats" mean, which words appear alike in the offer and in the acceptance?

As both parties to the contract stated white oats, it is reasonable to conclude that white oats were bought and sold. While the phraseology in common use by dealers in grain, is three white oats or better, placing the words, or better, before the words white oats, as was done in this case, can not alter the meaning that white oats was the grade named. The bidder having placed the words or better before the words white oats, would not give the person the offer was made to, the right to change the offer made by taking the word white from before the word oats and writing it after the word oats, thereby changing or attempting to change the grade of oats bid for. I am of the opinion that the words "three or better white oats" can not materially differ in meaning from "three white oats or better" and conclude that three white oats is the grade provided for in the contract.

Difference number two: Discounts charged by Nanson Com. Co. account of grade. The complainant insists that no discount should be charged, because he "interpreted the bid received as meaning No. 3 oats white in color" and that the oats shipped Nanson Com. Co. on the contract were better grade than 3 oats, or 3 oats color, that by accepting car 6,689 on the contract without discount, which car graded "3 oats color," the Nanson Com. Co. admit the contract to be for "3 oats white in color," that the report of the grade of car 4,935 was not promptly made by Nanson Com. Co. and that they wrote him Dec. 26th: "Car 4,935 in, grade satisfactory. Let the rest come forward."

The Nanson Com. Co. makes answer that their bid was for No. 3 white oats and they are entitled to a discount on any oats shipped on the contract not grading as good as No. 3 white.

The claim that "No. 3 oats white in color" were sold is decided and the reasons given therefor in consideration of difference number one.

The claim that car 6,689 was accepted on the contract without discount is not substantiated by the evidence. The letter of Nanson Com. Co. of Jan. 11th to Rippe, which he offers in evidence, stating that they would discount that car 1 cent per bushel and the statement of the Nanson Com. Co. that later in making the statement they overlooked the discount charge, establish the fact that they did not intend to accept that car without discount.

The delay of report of grade on car 4,935, while greater than would seem should have been, is not a good reason why cars shipped later should be received at contract price, regardless of the grade of the grain in them.

The claim that Nanson Com. Co. wrote Rippe Dec. 26th: "Car 4,935 in, grade satisfactory. Let the rest come forward," is admitted by them to have been so written. As the complainant emphasizes that statement very strongly as a reason why all subsequent shipments should be accepted on the contract without discount, and states that he would not have made any further shipments but for that letter, we should carefully consider to what extent the statement referred to in that letter, did affect the rights of the parties to the contract. This being entirely outside of any custom or rule of the grain trade, the rights of the parties must be regarded from a legal standpoint, on this part of the dispute. The question then is, Did the statement in the letter, "Car 4,935 in, grade satisfactory. Let the rest come forward," amount to an acceptance at the contract price, of the remainder of

the oats to be shipped, regardless of how they might be graded on arrival? Did the Nanson Com. Co. by that act waive their right to decline to receive inferior oats at the contract price?

Such contention is not supported by the law in such cases as I understand it. It is no doubt well understood that articles sold must be, when delivered, as good in quality as represented at the time of sale.

The contention in this case is, that the statement made in the letter of Dec. 26th amounted to an acceptance before the remainder of the oats were received. That is evidently a too broad construction of the letter, but if it were not, the purchaser would still have the right to refuse oats of an inferior grade upon proof that they were inferior, and such proof is furnished by the St. Louis official inspection certificate. "Goods ordered are, after acceptance, presumed to be of the quality ordered, and the burden of proving them inferior is on the purchaser."

"That the purchasers made partial payments with the knowledge that the goods were, in quality inferior to those ordered, will not hinder them from pleading the defective quality, as partial failure of consideration, when afterwards sued for balance of the price." *Atkins vs. Cobb*, 56 Ga. 86. 2 Benjamin sales, 856, note 29, and authority cited, *Norrington vs. Wright*, 115 U. S. 188 and 212, 29 L. ed. 366 and 271.

"Nor will inspection by the buyer before acceptance deprive him of the protection of the warranty as to latent defects." *Miller vs. Moore*, 6 L. R. A. P. 376, citing *Meekly vs. Parsons*, 66 Iowa 63; *Meyer vs. Wheeler*, 65 Iowa 390.

I conclude that the statement in the letter of Dec. 26th by Nanson Com. Co. to Rippe did not amount to an acceptance of the remainder, and had it amounted to such acceptance the purchasers would still have the right to discount for inferior grade by proving such inferiority, and that the discount of \$34.12 as charged should be allowed by Rippe.

Difference number three:

Mr. Rippe claims \$60.15 for shortage in car 4,935. It does not appear from the evidence that Mr. Rippe weighed the oats, nor that he claims to have any knowledge of their weight except the information obtained from the St. Louis certificate. It is clearly established by the evidence that Nanson Com. Co. has accounted to Mr. Rippe for the full amount of oats contained in car 4,935, and that his claim for shortage on that car is not good.

Difference number four: amount charged for default on contract:

The proper conclusion on this contention in the case is dependent on the legal rights of the parties under the contract, modified by the customs of the trade pertaining thereto. One rule quite generally accepted by the trade is, that when the seller defaults on a contract, the measure of damages sustained by the purchaser shall be the market difference (if the market is higher when such default is made), on the amount of grain provided for by the contract and not shipped.

The questions to be determined are: Was there any default on the contract, if so, in what amount? When did the contract terminate? What was the market difference at the time when the contract terminated?

The contract provided for the delivery of 10,000 bushels of oats.

Nanson Com. Co. claim default on 2,362 bushels and have charged Rippe 3 cents per bushel thereon, making in amount \$70.86. Rippe does not claim to have shipped any part of the 2,362 bushels. The evidence on that point is not contradictory and the reasonable conclusion is, that 2,362 bushels of the oats were not shipped.

When did the contract terminate? The postal card on which the bid for the oats was sent and which together with the telegram of acceptance constitute the contract, provided for shipment in twenty days, and has printed thereon this clause, "Contracts not filled at maturity will be canceled, extended or filled here, at our option; and loss, if any, will be paid by shipper defaulting." It is undisputed that the time of the original contract was twenty days from Nov. 30th, 1901. Only a small part of the oats provided for in the contract had been shipped prior to Dec. 20th, 1901, the date when the time named in the contract expired. Nanson Com. Co. clearly had the right to then declare the contract defaulted and charge the seller the then market difference, which was about 5 cents per bushel, on the part of the contract not then filled, but they elected to do otherwise and on Dec. 26th, 1901, wrote Mr. Rippe: "Car 4,935

in grade satisfactory. Let the rest come forward." Mr. Rippe thereupon made further shipments on the contract, which shipments were received and applied on the contract by Nanson Com. Co. The letter of Dec. 26th from Nanson Com. Co. with the request, "Let the rest come forward," and the shipments by Rippe in compliance with that request, unquestionably constituted a valid extension of the contract. No time being then stated, the time of such extension must be reasonable. It is a well settled principle in law, that if time is not named in a contract, reasonable time is implied.

"If time is not stated in contract, when it is to be performed, 'reasonable time' is implied, and neither party can continue the contract indefinitely." "Where a contract does not specify the time for performance, the law is, that it shall be performed within a reasonable time," "...and where the contract is silent as to time, impliedly insists reasonable time, the same as if it had been expressly agreed upon and inserted by the parties." *Whiting vs. Gray*, 11 L. R. A. 526.

What, then, in this case would be reasonable time. Under the extension of the contract Rippe shipped oats along in January, 1902, and Nanson Com. Co. wrote him several letters during January in regard to the shipments, but no evidence has been introduced to show that after the date of the extension, Nanson Com. Co. made any complaint to Rippe about the delay of shipments until February 7th, on which date they sent him a statement of the last car shipped, and wrote him, "which will leave you now short on your sale to us of 2,362 bushels of oats. We have given you all the time that we can allow on this sale. . . . We have charged you on the shortage 3 cents per bushel, amounting to \$70.88."

Notwithstanding the postal card which is part of the original contract provides that the contract, if not filled at maturity, will be canceled, extended or filled at St. Louis, at buyers' option, the seller undoubtedly could terminate the contract by notice to the buyer and payment of the market difference, based on the price prevailing on the first business day after such notice. There is no evidence in the case to show that such notice was given. On the contrary, the buyer disputes the correctness of a statement by the seller which might be construed to mean that he had refused to make further shipments and in that was terminated the contract, although I do not understand that is what he meant to say.

From Dec. 26th, 1901, to February 7th, 1902, is forty-two days. In the absence of any complaint from either party to the contract, as to time and without any established rule in the trade regarding the time of extension of a contract wherein no time is specified, it is more than probable that the courts would consider forty-two days "reasonable time" in this extension, and that the contract terminated on February 7th, the date on which Nanson Com. Co. declared it closed. The Nanson Com. Co. having allowed the contract to run to February 7th without any declaration, for which they reserved the right in their bid, they are estopped from selecting some previous date for the termination of the contract, to their advantage and to the detriment of the other party. The seller had the right to ship the grain sold any time within the limit of the contract, which time was twenty days under the original contract and a reasonable time under the extension.

It will not do to conclude that the buyer is entitled to an average market difference extending over a considerable time, because the seller would comply with his part of the contract by making shipment on the last day before expiration of it. The contract having been terminated by the declaration of Nanson Com. Co. on February 7th that is the date on which the market difference must be determined.

After the market declined it would not be equitable for one party to the contract to select a previous date for settlement, any more than to do so if the market had advanced in the meantime.

While it is evident that the Nanson Com. Co. would have enjoyed a profit on the remainder of the oats if Rippe had shipped them promptly after the extension of the contract, yet, when they slept on their rights and allowed the time to pass until the market declined, it was then too late to demand of Rippe any damage therefor.

"The remedies are not concurrent. The choice once made, the others are gone forever." *Westfall vs. Peacock*, 63 Barb. 209 (N. Y.); *Dreyfus vs. Foster*, 19 N. Y. S. R. 633.

"If one elects between two inconsistent

remedies, the right to pursue the other is forever lost." *Farwell vs. Meyers*, 59 Mich. 179; *Terry vs. Munger*, 121 N. Y. 161; 2 Herman on estoppel, sess. 1845 to 1851; *Pence vs. Langdon*, 99 U. S. 578; 25 L. ed. 420.

I therefore conclude that the time of the extension of the contract was not terminated until February 7, 1902.

I find on examination of the St. Louis Price Current, that the price of No. 3 white oats was 46c to 46½c on Nov. 30th, 1901, and 45c to 47½c on Feb. 7th, 1902, and that on each of those days the average price was 46½c, exactly the same on both days, consequently there was no market difference in St. Louis between the two days in question, Nov. 30th, 1901, and February 7th, 1902.

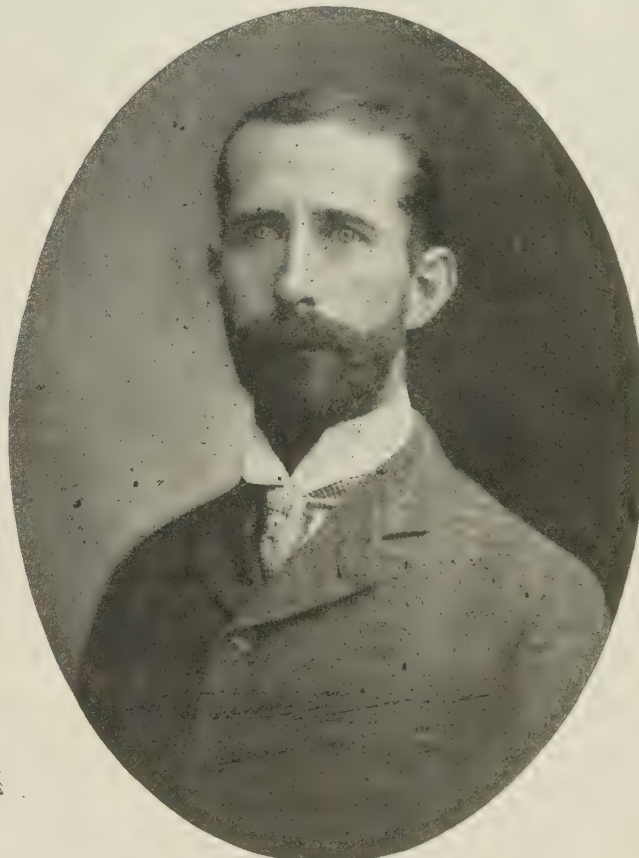
I conclude that Nanson Commission Co. was not entitled to any market difference

I concur in the arguments and conclusions set forth in the opinion of Mr. Jay A. King.

T. W. Swift,
Member of Arbitration Committee Grain
Dealers National Association.

C. A. Foster.

The state of Pennsylvania is noted for its mining and iron industries, but comparatively speaking little grain is raised within its borders. In order to supply the demand large quantities of grain, hay, straw and feed are shipped in. A good share of this finds its way into Pittsburg, which is the natural point for distribution.



C. A. Foster, Pittsburg, Pa.

on the termination of the contract with Mr. Rippe, and the charge of \$70.88 therefore is erroneous and should be returned to Rippe.

SUMMARY.

My conclusions are:

First—Three white oats or better, is the grade named in the contract.

Second—The charge of \$34.12 by Nanson Com. Co. account of difference in grade, is a proper charge.

Third—The claim for shortage in car 4,935 is not established by the evidence.

Fourth—The charge by Nanson Com. Co. of 3 cents per bushel on 2,362 bushels of oats should not have been made, and that amount is due from them to Chas. Rippe.

These conclusions affirm the decision of the Committee on Arbitration of the Iowa Grain Dealers Association, but the conclusion herein on contention No. 4 is arrived at for different reasons than those given by that committee.

Dated, Nevada, Iowa, August 25th, 1902.

Jay A. King,
Member of Arbitration Committee Grain
Dealers National Association.

Chas. Rippe, Forest City, Iowa, complainant and appellee, vs. Nanson Commission Co., St. Louis, Mo., defendant and appellant.

Appeal to National Arbitration Committee from Iowa Grain Dealers Association. Opinion of T. W. Swift, member of the arbitration committee, Grain Dealers National Association.

After careful consideration of the case,

It is not strange, then, that many men find this city on the western border an advantageous point for a wholesale grain, hay and feed business.

Mr. C. A. Foster, whose portrait appears herewith, has been in the grain business twenty-four years, although but forty-four years of age.

He was born in Carnegie, then known as Mansfield, Pa., in 1858, and when but twenty years old started in for himself in his native town. For several years he has done quite a large business in Pittsburg; this has increased to such a volume that it necessitated his opening an office and moving there.

Mr. Foster is a progressive grain dealer and quite an active association man, being a member of the Grain Dealers National Association, the Ohio Grain Dealers Association and the National Hay Association, whose meetings he always attends.

The annual meeting of the National Board of Trade will be held Jan. 13 at Washington.

GRAIN TRADE NEWS.

CANADA.

Ottawa police are after the alleged bucket shops.

The farmers of Clearwater, Man., contemplate forming a company to build and operate an elevator.

The flaxseed crop of the Dominion this season for the first time is large enuf to supply the oil mills.

The grain and elevator men of Fort William and Port Arthur will hold their annual banquet Dec. 16.

The Kingston Cereal Co. contemplates manufacturing cereal foods and will double the capacity of its mills at Kingston, Ont.

George McBean, formerly in the grain business with his father at Winnipeg, died at his home in Montreal recently. His mother and five brothers survive him.

H. F. Hall is erecting an elevator of 30,000 bushels capacity at Crandall, Man. This will increase the elevator capacity at that station to 150,000 bushels.

The Winnipeg Elevator Co. is now building its twenty-fifth elevator for this season in Manitoba. This is the largest number ever constructed in one year.

Eden, Man., a small station ten miles from Neepawa, shipped its first wheat over the C. N. R. Nov. 22. An elevator has been begun at that point by the Manitoba Milling Co.

The addition to elevator D at Fort William, which will soon be completed, will increase the capacity of the plant to 3,000,000 bushels. Work on Elevator E is also progressing.

In consequence of the irregular grading of grain made public two months ago by Warehouse Commissioner Castle the Dominion government proposes to abolish the grain standards.

Turnbull & Davidson are pushing the work on their elevator at Manitou, Man., as much as possible, as it is badly needed. The other elevators are crowded and likely to remain so.

The H. D. Metcalfe Co. has been incorporated with \$100,000 capital stock by Henry D. Metcalfe, Charles P. Metcalfe, J. E. Riley, James J. Riley, Jr., and H. H. Snowden of Montreal, to deal in grain and cereals.

The flour mill and elevators belonging to Mr. Ritchie at Strathcona, N. W. T., were damaged by fire Nov. 25. The fire is supposed to have started in the third floor from a hot box. Loss about \$4,000. The buildings and stock were valued at \$65,000.

The trunk line association has arranged for 6 grades for Manitoba and 12 for Ontario and Quebec for export thru New York. This is 2 less for Manitoba and 3 more for Ontario. The added grades are No. 3 white wheat, rejected wheat and No. 1 white oats.

C. C. Castle, warehouse commissioner, has begun suit against the Canadian Pacific railway and its agents at Sintaluta, Man., for alleged illegal distribution of cars to grain shippers. The Territorial Grain Growers Association has been active in presenting evidence.

The C. P. R., together with elevator men and grain trimmers, is rushing the

grain out of Fort William as rapidly as possible. On Dec. 1 there was weighed and loaded into boat in five hours and 20 minutes 220,000 bushels of wheat. The total amount shipped from Fort William Dec. 2 was 457,000 bushels, which mark has only once before been reached. During the season Fort William has received 14,774,000 bushels of wheat and shipped 13,979,000 bushels, compared with 11,589,000 bushels received and 11,336,000 shipped during the corresponding period of last year.

MacLennan Bros., Riley, Parker & McVicar and Joseph P. Graves have brought suit against 22 other grain firms and individuals at Winnipeg, Man., to recover \$15,000 damages on account of an alleged boycott. A second suit has been brought against the same defendants by W. T. Gibbins & Co. to recover \$50,000 damages alleged to have been sustained by defendants endeavoring to prevent plaintiff from obtaining vessel room in which to ship grain from the lake ports. The suits are not taken very seriously by the defendants. Ordinarily when one firm refuses to do business with another that is the end of the matter. It is not expected that plaintiffs will gain anything by their suits other than some free advertising.

The Manitoba department of agriculture has just issued the annual crop bulletin compiled from reports sent in by correspondents Dec. 1. The total yield in bushels for 1902 has been 53,077,000 of wheat, 34,478,000 of oats, 11,848,000 of barley, 564,000 of flax, 50,000 of rye and 34,000 of peas; compared with 50,502,000 of wheat, 27,796,000 of oats, 6,636,000 of barley, 266,000 of flax, 62,000 of rye and 16,000 of peas for 1901. Wheat shows a small increase in acreage and yield per acre. Oats increased considerably both in yield and area. The large gain in barley is due to the great increase in area. Of all grain flaxseed made the greatest gain, the past season, the area having widened from 21,000 to 41,000 acres. Rye is taking a back seat. The total area prepared for the crops of 1903 is 1,730,000 acres.

The country to be penetrated by the new Grand Trunk Pacific railway is described by a former official of the Hudson Bay Co. as the finest country he had ever seen. The soil is a beautiful dark loam. Crops have been raised there for 100 years, and wheat is as certain as it is in Manitoba. It is an open, park-like country, and horses winter on the open prairie, and chinook winds keep the wild grasses clear of snow for them as in Alberta, 500 miles to the south. Wheat is grown not only at Dunvegan, but at Fort Vermilion, on the Peace, farther north, in latitude 58, and the country is productive farming land along the valley for hundreds of miles. This is beyond question, for large farms are worked there. South of the valley of the Peace the soil is also good, but is thickly wooded and swampy.

The Great Northern Elevator at Quebec has recently been improved by the addition of a 1,000-foot conveyor gallery, with a loading capacity of 15,000 bushels per hour. The gallery from the elevator

to the drive tower at the wharf is 500 feet long. Grain from its conveyor belt is thrown into either of two belts at the drive tower and carried 250 feet along the wharf in either direction. Two self-propelling belt trippers in the galleries along the wharf divert the grain thru any of the ten dock spouts to the desired hold of vessel being loaded. The floor of the gallery along the wharf is 56 feet above the wharf and over the top of the freight shed and the cold storage house. The grain is carried thru the gallery on a 36-inch concentrated rubber belt. Power is supplied by a 100-h.p. alternating current motor in the drive tower. The gallery is built of wood and covered with galvanized corrugated steel. This work, remodeling the marine tower and equipping it with a hopper scale, was done by John S. Metcalf Co. of Chicago.

WINNIPEG LETTER.

The grain steamer Bannockburn and her crew are given up for lost on Lake Superior.

Navigation on the Great Lakes has closed. Probably little more than half the grain marketed has been shipped.

The Territorial Grain Growers Association met at Regina last week and discussed increased transportation facilities.

Holland grain dealers say the wheat market has been practically out of business for a week. The number of cars allotted has only served to aggravate the situation.

One day lately there was great excitement at Carnduff, Man., when the farmers of that vicinity stole a whole train of cars and filled them with wheat. It appears that a train of 25 empties was being taken west to the coal mines for fuel when the engine broke down at Carnduff. The farmers had been much exasperated of late with a blockade and many thousand bushels of wheat were piled in bags around the town.

The total wheat shipments out of the country for this season are expected to be only about 28,000,000 bushels, including lake and rail and all rail. Last year 30,000,000 bushels were shipped but the balance left over for the next shipping year will be very much larger this year than last. In fact it is anticipated that about 30,000,000 bushels will remain in the country to be shipped on the opening of navigation next year.

President Shaughnessy of the C. P. N. intimates that railway rates on practically all lines will be increased because of the increase of the cost of labor. Sir Thomas states that increase will be made judiciously and will be very small. It is not anticipated that higher passenger rates will be levied but more stringency will be given in granting excursion rates. It is not anticipated that any higher grain carrying rates will be put in force.—S. M. F.

CHICAGO.

J. Henry Norton has settled the differences on his defaulted oats contracts.

C. W. Tuttle, now a resident of Minneapolis, was suspended from the Board of Trade Nov. 25 on account of debts.

Thomas H. Bellas, formerly associated with J. K. Fisher and later with Joseph Leiter, recently died of heart disease.

The big grain laden steamer A. P. Wright was delayed four days by low water at the Washington street tunnel.

An investigation is said to be on foot to determine whether any proprietors of

public elevators have been guilty of dealing in grain thru their houses.

Geo. T. Sullivan is guarding his tickers with special police to prevent their seizure and removal in the same manner as from the offices of other members of the Open Board.

The Gilmore & Easterly Co. has been incorporated with \$10,000 capital stock to handle grain and fuel. Incorporators: Thomas W. Gilmore, J. M. Easterly and H. C. Easterly.

Squires & Lukens, a new grain commission firm, began business Dec. 1. The firm is composed of Louis G. Squire, Harry F. Squire and Alfred R. Lukens, all of whom have been connected with Norton & Switzer.

The friends of William E. McHenry have circulated a petition asking the directors of the Board of Trade to give McHenry another hearing and reinstate him. He was expelled Nov. 11 for uncommercial conduct.

Wm. T. Baker, formerly president of the Board of Trade, had his pocket picked of a valuable watch on an Indiana avenue car last Sunday evening. Two coats were unbuttoned by the adroit thieves without Mr. Baker discovering the fact in the crowd.

Wm. H. Chadwick, Zina R. Carter, B. A. Eckhardt, Richard S. Lyon, Robert Bines, B. Frank Howard, Geo. F. Stone, Geo. S. Bridge, Wm. N. Eckhardt and I. P. Rumsey have been appointed delegates to the annual meeting of the National Board of Trade, which will be held Jan. 13 at Washington.

Two commission firms will begin business Jan. 1, 1903, U. R. Denniston & Co. and Gillette & Denniston. The former is composed of U. R. Denniston, formerly with C. H. Canby & Co., and C. H. Spencer, a millionaire trade leader of St. Louis. The latter consists of C. W. Gillette and George R. Denniston, who for several years has been with McIntyre & Marshall.

Feeling that he needed rest and change J. Henry Norton announced Nov. 29 that the business of Norton & Switzer would be discontinued as soon as possible after Dec. 1. Mr. Norton has been closely confined to business since the formation of the firm of Norton & Worthington, eighteen years ago, and although not in ill health, he feels that rest and change, for a time at least, are necessary.

The Deputy Weighmasters Union was formed Nov. 29 at a meeting in the Board of Trade building. Seventy-five weighmen and tallymen met in the wheat pit and voted to apply for a charter in the International Longshoremens, Marine and Transport Workers Association. The charter members are Charles McArthur, Guy Olds, William Warnock, H. L. Gilfride, G. W. Jeffries, H. V. Welty, C. Heegwene, J. W. Winchester, C. C. Hunter and William Pilgrim.

The Board of Trade has cut off the quotations from the Open Board of Trade and from several members of the Open Board. It is alleged that members of the Open Board have dealt in puts and calls. The price of memberships is said to have fallen from \$650 to \$250. Trade on the Open Board, which had been larger than for many months, suddenly fell off greatly in volume. Officers of the Open Board claim that such trading as there may have been in privileges has been surreptitious.

As most of the firms interested in the formation of a shippers association are members of the Grain Dealers National

Association, which includes many eastern and southeastern buyers, it would seem an easy matter for them to force tricky buyers to arbitrate differences or have their refusal advertised to the trade. Bankers who give out bills of lading before payment of drafts should also be advertised, that other shippers may give them a wide berth. The national association has all the machinery needed to get the much desired relief and but little adjusting will be required to do the work effectively. The promoters of the proposed association should carefully investigate the National.

PUBLIC WAREHOUSE REGULATIONS.

H. B. Slaughter, chairman of the Warehouse Committee of the Board of Trade, has issued a circular approved by the Board of Directors which follows:

The Warehouse Committee calls special attention to the following extract from the decision of the Supreme Court of Illinois in the case of Hanna vs. The People:

"No question is presented by this record as to the right of a public warehouseman to store his own grain in vacant places in his own warehouse where the space so vacant was not occupied and not needed for the storage of grain of customers of the warehouse. That which the warehouseman here seeks to do and which the court has prohibited from being done, is the mixing of grain of the keeper of a public warehouse with that of his customers and issuing and dealing in certificates of warehouse receipts representing a mass of grain composed of that of the keeper of the warehouse and of his customers."

The committee also directs attention to the following taken from the warehouse law of Illinois:

"Grain of the same grade may be kept in a bin by itself, apart from that of other owners, which bin shall thereupon be marked and known as a "separate bin." If a warehouse receipt be issued for grain so kept separate, it shall state on its face that it is in a separate bin, and shall state the number of such bin."

The words "Special Bin," also the number of such special bin, must, in all cases, be plainly and conspicuously marked upon warehouse receipts for grain stored in a separate, or special, bin.

Section 1 of Rule XXI of the rules of the Board of Trade of the city of Chicago provides for the delivery of regular warehouse receipts on contracts. Receipts issued upon property in a special bin would not be deliverable under that clause.

ILLINOIS.

The Turner-Hudnut Co. is enlarging its office at Henry, Ill.

Claudon & Son have about completed their elevator at Fairbury, Ill.

Collins & Co., Garrett, Ill.: We could not do without the Grain Dealers Journal.

The Sidell Grain & Elevator Co. will soon enter the grain business at Mt. Carmel, Ill.

Suffern, Hunt & Co. are enlarging their mill at Decatur, Ill., to twice its former capacity.

Wm. C. Walsh, grain dealer at Verona, Ill., was married recently to Daisy Foster of Mazon.

Davis Bros. will engage in the grain business at Dunn, Ill., and are building a grain office.

C. A. Beebe of A. B. Puterbaugh &

Co., Forreston, Ill., Dec. 5: Very little grain moving with us.

H. C. Vollmer will be in charge of the elevator recently purchased by Ream & Kelso at Dimmick, Ill.

Ball & Twist have placed Will Stratton in charge of their recently completed elevator at Magnolia, Ill.

Wm. Breckenridge of the firm of Patton & Breckenridge, grain dealers at Sandwich, Ill., died Dec. 2.

C. P. Cline, representing Carrington, Patten & Co., has opened an office in the Old Library building at Decatur, Ill.

Wm. A. Whiting of Roscoe, Ill., has purchased the elevator of R. M. Wilkinson at Washington, Ia., and taken possession.

Jay Hipsley, assisted by Douglas Rogers, will take charge of the elevator of Buckley, Pursley & Co. at Norris, Ill.

Eugene Purcell has announced himself as a grain buyer at Harmon, Ill., but he has no elevator; only a wagon dump.

Jeter & Boston of Yorkville, Ill., have purchased the elevator of F. C. Beam at Fox and on Jan. 1 will take possession.

W. C. Calhoun of Franklin, Ill., has succeeded Ramnells & Lonergan at Pisgah and will enlarge and improve the plant.

Fred Wahls, formerly of Peotone, Ill., has moved to Springfield and contemplates building an elevator near that city.

Thomas Heien has purchased one of the elevators of Nobbe Bros. at Farmersville, Ill. N. D. Stead is his bookkeeper.

Z. W. Graff of Middleton and Edwin Biggs of Ashland have purchased land at McLeansboro, Ill., and will build a grain elevator.

West & Hawks of Attica, Ind., have purchased the elevator of J. F. Roadman & Co. at Lodge, Ill., and Dec. 15 will take possession.

W. B. Cummins, agent Richardson & Co., Ransom, Ill., Nov. 27: Corn crop not as good as was expected; very green; oats also poor.

C. H. Albers has begun the erection of a 100,000-bushel elevator at Denverside, Ill., a small station just outside the limits of East St. Louis.

Albert W. Heinz of Pesotum has purchased for \$9,000 the elevator and grain and implement business of Derrough & Son at Mahomet, Ill.

J. M. Camp informs us that the farmers have purchased the elevator of Wm. Loveless at Bement, Ill., and on Jan. 1 will take possession.

Chas. Cunningham will build a frame warehouse, 87x150 feet and having a capacity of 75 cars, in connection with his elevator at Cairo, Ill.

The Redman-Magee Co. writes us that work on its elevator at Cairo, Ill., is progressing rapidly and it is hoped to have it in operation by Feb. 1.

The Farmers Grain & Coal Lumber of Natrona, Ill., has purchased the elevator of D. H. Curry & Co. and is prepared to handle this year's crop.

A meeting of grain dealers was held at Champaign, Ill., Nov. 20, which was largely attended by the dealers in that city and the surrounding country.

R. F. Cummings of Clifton has bought the elevator formerly owned by August Rosenberger at Papineau, Ill. W. A. Rosenberger will be his manager.

B. Ludeman has purchased the elevator of S. M. Postlewaite at Rossville, Ill., and will continue the business under the name of the Rossville Grain Co.

The death of Mrs. Dumont, wife of W. L. Dumont of Decatur, Ill., occurred recently. A suitable floral emblem was pre-

sented by the Decatur Merchants Exchange.

N. L. Laver, Vermillion, Ill., Dec. 4: Crops better this season than ever before; oats making from 40 to 80 bushels per acre and corn from 40 to 100 bushels per acre, and of fine quality.

Hill Bros. & Crow of Blue Mound, Ill., have purchased the elevators formerly operated by the Pratt-Baxter Grain Co. at Stonington, Raymond and Willy, Ill., and Dec. 4 took possession.

The plant recently constructed by Pratt & Co. at Decatur, Ill., is now a part of the American Hominy Co. and is doing satisfactory work as far as quality and quantity of the goods are concerned.

Anthony Seward has purchased the interest of Mr. Robinson in the grain business formerly conducted by Seward & Robinson at Victoria, Ill., and will continue to operate the Harmes Elevator.

Claudon Bros., Meadows, Ill., Nov. 26: Corn about all husked; yield has been from 50 to 70 bushels per acre and of good quality; very little has been marketed, farmers expecting higher prices.

Wm. Baker, a wealthy farmer, on Nov. 25, purchased the elevator of Sulzberger & Co. at Ransom, Ill., for \$7,100. It will be operated by his son-in-law, Mr. Schultz, under the name of the Ransom Grain Co.

Edwards Sanders will be manager for Spellman & Spitly and D. P. Brooks will take charge of the Lincoln Grain Co.'s elevator at Lawndale, Ill. Corn is coming in freely and both grain firms are kept busy.

The Northwestern Grain & Livestock Co. has been incorporated at Seatonville, Ill., to deal in grain and live stock. Capital stock \$10,000; incorporators: Ferdinand L. Hamer, John G. Wilson and William S. Wolfer.

James Trainor, who it was stated in this column of the Nov. 25 issue, was building an elevator at Blackstone, Ill., is a farmer, who has erected a large corn crib and equipped it with elevating machinery outside of town.

N. B. Claudon & Son contemplate replacing the 8-h.p. gasoline engine in their elevator at Fairbury, Ill., with an electric motor. Already a 20-h.p. motor has been installed, which is working very satisfactorily. The engine will be sold.

An elevator of 25,000 bushels' capacity has just been completed at McDowell, Ill., for the McDowell Farmers Elevator Co., by L. H. Hodgman, the designer and builder of elevators. The members of the company are very much pleased with their up-to-date plant, which is in every way much better than they expected.

Forty keepers of bucket shops in central Illinois were enjoined recently by Judge Humphrey in the United States district court at Springfield, Ill., from stealing or distributing the market quotations of the Chicago Board of Trade.

Merritt Bros. & Co., Dwight, Ill., Nov. 27: No new corn coming to this market; farmers would be free sellers at 40 cents; corn turning out fairly well, averaging from 40 to 50 bushels per acre; 80 per cent of oats still in farmers' hands.

John W. Andrews, a farmer near Windsor, Ill., this year raised 1,598 bushels and 30 pounds of corn (70 pounds to the bushel) on 15 acres and 36 square rods of land. The crop sold for \$559, more than the land was worth a few years ago.

H. W. Booth, who for some time has been in charge of the elevator at Chilli-cothe, Ill., owned by H. W. Booth & Co.,

has resumed his position as traveling auditor for the Neola Elevator Co. and will make his home at Sheffield. Lee Carter will take his place at the elevator.

Adolph Shumaker, who recently purchased the elevator of Merritt Bros. at Varna, Ill., in connection with F. N. Rood and J. A. Simpson, has formed the Marshall County Grain Co. Each holds one-third interest in the elevator and business, which will be under the management of Mr. Schumaker.

G. W. Piper, Yuton, Ill., Nov. 27: It is estimated that corn will average 50 to 55 bushels per acre; quality first class, but there will probably be some No. 2 by next May or June; husking about two-thirds done Thanksgiving day; do not think movement of corn will be extensive this winter unless price advances to 40 cents; farmers are in a position to hold grain.

The Galesville Grain Co. is contemplating the erection of a 10,000-bushel hominy mill in connection with its elevator at Galesville, Ill. The company has recently remodeled its elevator, increasing the capacity to 38,000 bushels, and installed new elevating and other machinery costing \$1,000. The new building will not be commenced before spring.

The fire which destroyed the elevator of the Farmers Elevator Co. at Hayes, Ill., caused a greater loss than was at first reported. Besides the building, 10,000 bushels of oats and 5,000 bushels of corn and all the machinery were a total loss, representing in all between \$6,000 and \$7,000. The Erwin Granary was also burned with 5,000 bushels of grain. The buildings and grain were fully insured and the farmers intend to rebuild at once.

The elevator at Highland, Ill., owned by the Farmers Mutual Benefit Association, was completely destroyed Dec. 1 by fire, which started in the upper part of the building. Nothing but the books and papers was saved. The loss of \$16,000 includes 11,000 bushels of wheat and smaller quantities of corn, oats and rye. Insurance \$12,000. Most of the directors, Fred Schrupf, Wm. Reinhart, Albert Kleiner, J. O. Reigel, Louis Metz, Samuel Cochod and Henry Bellm, are in favor of rebuilding. In the meantime A. Labhardt, the manager, will attempt to carry on business in an office at the hotel.

F. N. Rood informs us that the town spoken of in our November issues as Taxtown is not Taxtown, but Held. This is the name adopted by the builders of the elevator and the C. & A. road. The elevator will be owned and operated by the Hopewell Grain Co., which is composed of J. A. Simpson of Minonk, F. N. Rood of La Rose and John Fehring of Held, each of whom holds one-third interest. The elevator has a capacity of 22,000 bushels and later an oat bin of 30,000 bushels capacity will be erected. John Fehring will act as manager and post-office address will be Varna.

At a recent meeting of the Decatur Merchants Exchange the following officers were elected for the ensuing year: President, F. M. Pratt; vice-president, W. L. Shellabarger; secretary and treasurer, C. A. Burks; directors, T. A. Bone, Wm. H. Suffern, Thos. Costello, E. N. Armstrong and president, vice-president and secretary. The exchange is now located in a new erected addition to the Review building, which addition is largely occupied by grain men. Pratt & Co. and the Weare Commission Company are on the first floor and H. I. Baldwin, Frank Dornwin, Dumont, Roberts & McCloud Co., W. L. Dumont and C. A. Burks, also J.

D. Sunderland, agent for the Lehigh & Wabash Despatch, occupy the second floor. Two new electric elevators have been ordered, one for the accommodation of the passengers and the other for freight.

INDIANA.

A meeting of grain dealers was held at New Castle, Ind., Nov. 12.

J. A. Morrison is the successor of I. F. Spirry & Co. at New Ross, Ind.

F. A. Riggsly, formerly in the grain business at Cottage Grove, Ind., has retired.

Murray & McIntosh are the successors of the late D. M. Maxwell at New Waverly, Ind.

Chas. Kitchin of Elwood writes that Mr. Cook is enlarging his elevator at Hobbs, Ind.

Wysor & Hibbitts, Muncie, Ind., are again in good standing as members of the Indiana Grain Dealers Association.

J. F. Roadman & Co. of Lodge, Ill., have purchased the elevator of Wm. G. West & Co. at Attica, Ind., and will take possession Dec. 15.

The 5,000-bushel elevator which the Vincennes Distillery Co. is building at Vincennes, Ind., is now nearly completed. The company expects to begin buying corn soon.

The headquarters for the annual meeting of the Indiana Grain Dealers Association will be at the Denison hotel, which has made a rate of \$1 per day on the European plan.

Aaron Gardner, Cottage Grove, Ind., Dec. 3: Corn crop fairly good this season, but fully two weeks late; just beginning to come in Dec. 1; weather very rainy and ground very wet.

The annual meeting of the Indiana Grain Dealers Association will be held Jan. 8 and 9 at Indianapolis. The sessions will be held at the Denison hotel in a large room seating 400 or 500 persons.

About 20 were present at a local meeting of grain dealers Dec. 2 at the Oliver house, South Bend, Ind. S. B. Sampson, state secretary, made an address. Interest in association work is increasing in the northern part of the state with promises of much good.

The Business Men's Association of Washington, Ind., is considering the advisability of establishing a starch factory at Washington. The factory is located in a smaller town, but the proprietors desire to increase its capacity and need financial assistance.

The Indiana Grain Dealers' Association has admitted the following new members during the past two weeks: T. McLane & Son, Wallsboro, Ind.; R. H. White, Kingsbury, Ind.; D. L. Crumpacker, Westville, Ind.; Pears-East Grain Co., New Carlisle, Ind., headquarters Buchanan, Mich.

O. O. Newhard has purchased the elevator at Uniondale, Ind., of Sheller & Disher. The latter firm has been in possession only about six months, having purchased the elevator of Clutter & Long. Mr. Newhard was manager of the elevator for ten years and has had plenty of experience.

A meeting of the Northeastern Indiana and the Northwestern Ohio and Eastern Indiana Grain Dealers associations was held Nov. 28 at the Randall hotel, Fort Wayne, Ind. Among those present were: S. B. Sampson of Indianapolis, secretary of the state association; H. C. Tinkham of Latty, Ohio; Maurice Niezer of Mon-

roeville; E. L. Carroll, Decatur; J. M. Whitney, Oakwood, Ohio; C. G. Egley, Berne; Samuel Egley, Geneva; D. W. McMillan and T. E. Ireton, Van Wert; Albert Egley of Graybill and C. E. Bash, Huntington.

Fire was discovered early on the morning of Dec. 4 in the cupola of the elevator belonging to the Royal Center Grain & Milling Co. at Royal Center, Ind., but the flames had gotten such a start that little could be done and elevator and contents were completely destroyed, causing over \$5,000 loss. The building, which was erected last year at a cost of \$5,000, was insured for \$4,000, and the grain, most of which was wheat, oats and rye, was valued at \$2,000 and carried \$1,000 insurance. The contents of the safe were also destroyed. The insurance was satisfactorily adjusted the following day by the Millers National Insurance Co. of Chicago. Members of the milling company are W. E. Hurd, J. M. Enyart and S. W. Smelcer.

Fire was discovered in the elevator owned by Ben C. Thomas at Columbus, Ind., at about 10 o'clock on the morning of Nov. 28. Owing to the height and construction of the building there was some difficulty in reaching the flames, which were in the cupola, and not until much damage was done was the fire conquered. It is supposed to have started in an overheated bearing of the corn cleaner. The building contained about 110,000 bushels of wheat and over 5,000 bushels of corn, loss on which is estimated at \$12,000. Loss on building and machinery about \$5,000, making a total of \$18,000, which is, however, fully covered by insurance, which was \$11,500 on building and machinery and \$40,000 on grain. The work of repairing has been begun and the elevator will soon be in a condition to again receive grain.

The hessian fly bulletin of the Indiana Agricultural Experiment station recently reported that the fly was doing damage in 73 counties. Those counties reporting no fly are Lake, Allen, Whitney, Jasper, Newton, Blackford, Warren, Vermillion, Owen, Sullivan, Knox, Starke and Scott. Those which have not reported at all are Elkhart, Wells, Adams, Bartholomew, Jefferson and Pike. Forty-six counties report the damage to wheat as ranging from 15 to 75 per cent of the crop. Twenty-four counties report only slight damage; the greatest amount of damage is reported from the central and southern counties. (In Decatur county 52 larvae were found in one plant.) In 65 counties in which the fly is found the wheat was sown before September 25, while in eight counties it is found in wheat sown after September 25, but in only one after October 1.

IOWA.

The Nye-Schneider-Fowler Co. is building at Carroll, Ia.

L. P. Scroggs, Kirkman, Ia., Nov. 24: Corn in this locality is mostly soft.

Inglis & Reade have succeeded Inglis Bros. in the grain business at Wyoming, Ia.

E. F. Richey completed his elevator at Somers, Ia., Nov. 17, and is busy receiving grain.

The grain dealers at Bondurant, Ia., began to buy new corn Nov. 28, paying 26 cents for 80 pounds.

Mr. Johnson is now in charge of the elevator for the Nye-Schneider-Fowler Co. at Schleswig, Ia.

Bryant & Sons have closed their elevator at Popejoy, Ia., on account of their inability to get grain.

Davis & Anderson have recently placed a 16-h.p. gasoline engine in their elevator at Pacific Junction, Ia.

Correspondent at Ayrshire, Ia., Dec. 5: Considerable portion of the corn crop still in the field under the snow.

The Trans-Mississippi Grain Co. has purchased the elevator of L. P. Scroggs at Kirkman, Ia., and is moving it to the Great Western railway.

Chas. Counselman & Co. have established a feed mill in their elevator at Ayrshire, Ia., and are prepared to furnish ground feed by the carload.

The Neola Grain Co. has purchased the elevator at Sac City, Ia., formerly owned by F. W. Newton. Herman Otto will continue as manager.

J. E. Kennel, Fremont, Ia., Dec. 4: About two-thirds of corn in crib; average per acre about 50 to 60 bushels and of fair quality; not dry enough for market.

The Schley Grain Co. has bought the business of the Ivens Grain Co. at Persia, Ia. John Schley, the new proprietor, held an interest in the business before, and the management is not changed.

J. A. Beeman, agent H. A. Church, Liscomb, Ia., Nov. 25: Having fine weather for this time of year; farmers busy picking corn; a few have finished, but there is about one-third of the crop to pick yet; not much fit to be marketed and the most of it will be fed by the feeders, who are paying 35 to 40 cents a bushel; not much grain of any kind moving. I have been agent here for the last five years and this is the worst year for the grain dealer yet; but we are making a living and no kick coming.

KANSAS.

A scoop-shovel loader, reported to be agent for Hall & Robinson, is working at Carlton, Kan.

O. A. Higgins has sold his elevator at Stockton, Kan., and will retire from the grain business.

John McClune, Carlton, Kan., Nov. 29: Wheat never looked better; turning out 10 to 25 bushels to the acre.

The Midland Elevator Co. of Kansas City, Mo., is building an 8,000-bushel corn crib at Kansas Falls, near Junction City, Kan.

J. N. Shaw has recently completed an 8,000-bushel elevator at Galesburg, Kan., at a cost of \$3,000. Lockwood & Morgan were the builders.

T. E. Dick, Dr. Jones and Messrs. Casebier and Green are interested in a company which is erecting an elevator at McLouth, Kan., on the N. W. R. R.

W. D. Kuhn has purchased the elevators and business of the W. D. Kuhn Grain Co. at Holton, Basehor and Ontario, Kan. Geo. Linscott has retired.

The Meriden Elevator Co. has succeeded L. C. Brunk in the grain and flax seed business at Meriden, Kan. The company has an elevator of 10,000 bushels capacity.

J. H. Kinnear, who has announced that he will buy grain, is putting in scales and will crib some corn at Powhattan, Kan., but he has no elevator and can not be classed as a grain dealer.

Yellow spots in wheat fields near Abilene, Kan., led Professor Popenoe of the state college to make an investigation to note whether the damage was done by the early rains or by the hessian fly.

A 12,000-bushel elevator costing several

thousand dollars is being built by Henry Sweiter, a cattle feeder, on his farm near Wichita, Kan. It will be equipped with a gasoline engine and complete corn handling machinery.

KANSAS LETTER.

Ed Boots of Isabel, Kan., has lately recovered from a long and serious illness.

G. H. Fullington of Idana, Kan., has been succeeded by Trudell & Fullington.

E. W. Houser of Crystal Springs, Kan., has disposed of his elevator property to Simpson & Dust.

John Charlesworth, formerly of Scottsville, Kan., has taken possession of the elevator at Richland.

J. T. Bristow of Wetmore, Kan., has recently returned from an extended trip, having visited Galveston and other Texas cities.

F. D. Coburn, secretary of the Kansas State Board of Agriculture, is sending out a card advertising the resources of the state. Kansas raised in 1901 almost 24 per cent more wheat than any other state in the union.

Mr. Hedge, who operates the elevator of Hedge, Brown & Co. at Perry, Kan., spent Thanksgiving with his parents at Whiting.

A. R. Clark of Coats, Kan., has returned from a several months' visit in Colorado, where he accompanied his wife for the benefit of her health.

Among those who attended a local meeting recently held in Topeka, Kan., were J. C. Bradley and T. W. Andrews, Rossville; Mr. Byrnes of Byrnes & Co., St. Marys; Mr. Hedge of Hedge, Brown & Co., Perry; A. H. Bennett, Topeka; John Charlesworth, Richland.

W. T. Lingle, who was for a number of years connected with the firm of Lingle & Cline, Concordia, Kan., has returned from Salt Lake, Utah, where he has been engaged in the milling business with his father, and is now representing the Hunter Milling Co. of Wellington as traveling salesman.—A. M. D.

KENTUCKY

J. S. Stevens, formerly of Chicago, is building a warehouse at Ashland, Ky., where he will engage in the grain, produce, flour and feed business.

James W. Chestnut, a livestock and grain broker at Trenton, Ky., and Margaret Ann Showers of Elkton were married Nov. 26. They will make their home at Trenton.

The Acme Mills & Elevator Co. has been incorporated with \$200,000 capital stock at Hopkinsville, Ky., to succeed the Acme Mills Co. with \$100,000 capital stock. A 75,000-bushel elevator will be erected, the mill plant enlarged and the daily grinding capacity increased from 350 to over 1,000 barrels. Incorporators: R. H. De Treville, J. B. Galbreath, G. D. Dalton, C. H. Detrich and W. S. Moore.

MICHIGAN.

The Grand Rapids Cereal Co. has been organized at Grand Rapids, Mich., to manufacture a cereal substitute for coffee. The company is the successor of a small concern which has operated at Vicksburg. Capital stock, \$100,000; directors: Charles T. Dunham, Geo. H. Pew, J. C. McKee, H. F. Aldrich and L. P. Strong.

N. Keer & Son, Melvin, Mich., Dec. 12: We find the Pere Marquette railroad is

so short of cars that some of our dealers are covering up their apples to keep them from freezing. They say they cannot get cars for them. We have been shut down for three weeks now waiting for grain cars and do not look for any till spring. Every one along the line seems to be in the same fix.

McLane, Swift & Co. are making arrangements for the erection of a large elevator at Battle Creek, Mich., to replace the one which was destroyed by fire about eighteen months ago. It will be one of the largest elevators in an interior town of the state and will be located on both the Grand Trunk and the Michigan Central railroads. Thoroughly modern machinery will be installed.

The Michigan Hay Dealers Association will hold its semi-annual meeting at Saginaw, Mich., Dec. 30, in the Germania Temple of Music. Indications are for a good attendance and an interesting meeting. The association contemplates taking action that will recover the illegal excess of freight charged on hay in the fifth class by the railroads; and any dealer wishing to share in the benefits should put his shoulder to the wheel by becoming a member of the association. The united efforts and influence of the 600 hay shippers of Michigan will bring results that would be impossible for the individual to achieve. Reciprocal demurrage is one of the reforms the association expects to work for. The program for the meeting includes papers on "Trade Organizations and Their Benefits," by Chas. England, Baltimore, Md.; "Standard Bales," by Smith Young, Lansing, Mich.; "Terminal Warehouses," by Geo. S. Bridge, Chicago, Ill.; "Local Inspection of Hay at Shipping Point," by Albert Todd, Owosso, Mich., and "Shippers and Receivers," by Geo. T. McComb, Lockport, N. Y. The president of the association is J. A. Heath of Lenox, Mich., and the secretary Mark Van Buskirk, Flint, Mich.

MICHIGAN LETTER.

Emmet county is said to have grown 104,000 bushels of peas this season, valued at \$156,000.

South Lyon wants some one to start a feed mill in that town; an opportunity for the right man.

Detroit reports that no corn is in store there. Very little is being received at Grand Rapids. The flour trade is quiet with very little moving.

A fair amount of wheat is being marketed at Grand Rapids and the quality is much better than the first receipts of the new crop. The color is much better and less grown wheat is found.

The Michigan Starch Co. of Traverse City has been reorganized and is planning to double its present output, running its plant night and day. R. B. Davis of New York is the new president.

E. C. Allen of Ludington, formerly of the Carrom-Archarena Co., has engaged in the wholesale grain and flour business. Mr. Allen was in the feed business prior to his connection with the Carrom-Archarena Co. some eight years ago.

Dec. 6: The demand for feed is good, but not as active as last year at this time. This perhaps is accounted for by the mild fall and continuous pasturing of stock. Many farmers throughout the state cut the second growth of hay and one farmer reported the second crop of strawberries. Wheat is going into the winter in good shape and farm work is generally well advanced.—W. S. R.

MINNEAPOLIS

Nichols & Taylor of Minneapolis have expressed regret of drastic language used in circular soliciting farmers' shipments and hereafter will seek only the business of regular shippers.

I. G. Andrews & Co., who for seven years have conducted a grain and stock commission business at Minneapolis, Minn., have retired from business as a firm. I. G. Andrews and Herbert MacNamee are now interested in the Weare Commission Co., which they will represent in the future.

The Concrete Elevator Co. of Minneapolis, Minn., on Dec. 1 borrowed \$100,000, secured by mortgage. The money will be used in enlarging its plant. The officers of the company are E. S. Woodworth president, W. Scott Woodworth secretary, Robert W. Webb assistant secretary and Elbridge C. Cooke vice-president.

The Minneapolis Independent Grain & Stock Exchange obtained a charter from the state Nov. 24, began business Dec. 1 and will open permanent offices Jan. 1 in the New York Life building for dealing in wheat and stocks. The officers are George K. Shaw president, Harry S. Zoller vice-president, Ervings J. Kneen secretary and Albert Dollenmayer treasurer. The other incorporators are J. E. Osborn, F. D. Woodbury, E. J. Davenport, Pliney W. McAllister and P. E. Cooper. President Shaw, who was formerly employed by the Minneapolis Tribune, will publish a daily market report.

MINNESOTA.

Warren, Minn., wants a flax tow mill. The grain and land office owned by E. A. Dutcher at Hancock, Minn., was destroyed by fire Dec. 1.

The North Star Grain Co. has been incorporated at Springfield, Minn., with \$150,000 capital stock, to conduct a grain and milling business. Preparations are being made to build 25 elevators in Canada.

The New Ulm Cereal Co. has been incorporated at New Ulm, Minn., with \$15,000 capital stock, to operate the Empire mill, which has been remodeled for a cereal mill. The incorporators, Benjamin Stockman, J. L. Schoch and L. A. Fritsche, are also interested in the New Ulm Roller Mill Co.

F. W. Eva, chief grain inspector for Minnesota, reports that during the year ending Aug. 31, 1902, the number of cars of grain inspected amounted to 143,375 cars of wheat, 5,043 cars of corn, 7,569 cars of oats, 2,076 cars of rye, 8,712 cars of barley and 28,290 cars of flax, compared with 124,002 cars of wheat, 19,393 cars of corn, 12,001 cars of oats, 2,437 cars of rye, 9,977 cars of barley and 21,822 cars of flax inspected during the year ending Aug. 31, 1901. The total number of cars inspected was 195,065, compared with 188,632 cars inspected the preceding year. Revenues were received during the year from the following sources: Inspection department, \$144,306; weighing department, \$111,385; country elevator licenses, \$1,549; board of appraisers and samples sold, \$287.39; old account collected, \$90—making a total of \$267,617.94, an increase of \$41,004.16 over the preceding year. Out of the 261,642 cars of all kinds of grain inspected "into" and "out of store," 34,220 were held for reinspection. Of the cars held out, the original grade and dockage was confirmed in 20,654

cases; grades were raised in 9,664 cases, lowered in 1,641 and in 2,261 cases the dockage was changed. Appeals to the board of grain appeals were made in 10,817 cases; in 7,582 cases the decisions of the chief deputies were confirmed and in 3,235 cases changed. Of the 139,857 cars of spring wheat inspected, 26,871 cars were docked $\frac{1}{2}$ pound per bushel, 62,794 were docked 1 pound to the bushel, 26,453 $1\frac{1}{2}$ pounds, 13,184 2 pounds, 3,441 $2\frac{1}{2}$ pounds, 2,960 3 pounds; 3,540 cars were docked over 3 pounds to the bushel, or an average of 4 pounds, and 614 cars were not docked. The net average dockage was 19.8 ounces to the bushel, against 23.5 ounces the year before.

MISSOURI.

Read the account of the meeting at Moberly in this number.

Moore & Lee have succeeded Holman Lee at Old Franklin, Mo.

Leach Bros., Salisbury, Mo., are putting in a sheller and 16-h.p. gasoline engine.

J. H. Wayland, who lives at Salisbury, Mo., operates elevators at Forest Green and switches near by.

Hardy Doolin of Rush Hill, Mo., has joined the Grain Dealers Union of Southwestern Iowa and Northwestern Missouri.

C. L. Leiss, formerly of Evansville, Ind., has removed to Jasper, Mo., where his father, J. P. Leiss, is building an elevator.

Owen & Son of Brunswick, Mo., have sold their warehouse and grain business at Keytesville, Mo., to McMahill & Marsh of Shenandoah, Ia.

The Armstrong Mill & Elevator Co. of Armstrong, Mo., is putting in a Western Sheller and Victor Cleaner. J. B. Hurt is manager for the company.

Hopkins & Monson, grain dealers at Ridgeway, Mo., are erecting an elevator of several thousand bushels capacity, and machinery has already been purchased.

A. H. Brown, representative of a large grain firm of Houston, Tex., is now located at Clinton, Mo., where he may remain permanently as grain and hay buyer.

H. F. Kircher of Ashton, Mo., has just completed a 6,000 bushel elevator at Luray. It is equipped with a 16-h.p. steam engine, Western Sheller and Western Cleaner.

George H. Castle, president of the Castle Milling & Grain Co. of Kansas City, Mo., died Dec. 3, after a few weeks' illness. He leaves a widow, two sons and a daughter.

Chillicothe would be a good point to hold a meeting of the Grain Dealers Union. It has about 9,000 inhabitants and is located at the crossing of the Burlington, C. M. & St. P. and the Wabash.

Miller, Thompson & Cutler have built cribs at Centralia, Larabee and Clark, Mo. on the Chicago & Alton railroad. F. M. Cutler of the firm resides at Carthage, Ill., where he operates an elevator on the C., B. & Q.

Two rice mills will be erected in Missouri during the winter. One of these will be at Kansas City and the other at St. Louis. The former will have a capacity of 400 bushels. A. C. Hurd of Kansas City and others are interested.

Hugh C. Dennis, St. Louis, Mo., proprietor of the Rialto Grain & Securities Co., and Chas. Brooks and Thomas W. Garland, charged with using the mails in a scheme to defraud, have been admitted to bail and will have a hearing in January.

The J. L. Wright Grain Co., of which

J. L. Wright is president and W. H. Wright secretary and treasurer, has been organized to continue the business of the Wright Grain Co., composed of J. L. Wright and J. W. Millsbaugh, at St. Louis, Mo.

Cochrane & Co. are building a 20,000-bushel elevator at Edina, Mo., on land formerly occupied by the Fichel warehouse. It will be equipped with a 12-h. p. gasoline engine, a sheller and a cleaner. A. Fisher of La Belle is manager for the company.

St. Louis elevators are stubbornly combating what they consider encroachments on the opportunities of their business. What these opportunities have been in the past may be judged from the tranquil way in which a mixture of hard and soft mow burnt wheat was delivered on contracts calling for No. 2 red. Such wheat an elevator delivered, and is still doing business unmolested. Those having control think the subject should not be ventilated, because "it will injure the St. Louis grain trade." For the same reason other varieties of fraud should be allowed to run riot, and then, no doubt, the reputation of the city would be good. If the St. Louis Exchange fails to accomplish wheat deliveries specified in its contracts, the St. Louis grain trade will reap the reward which follows a refusal to guarantee honest methods.—Modern Miller, St. Louis.

The efficient weighing department established by the St. Louis Merchants Exchange has been so satisfactory to the proprietors of elevators at East St. Louis, Ill., wherever the service has been installed that the proprietors of the elevators have refused to accede to the demands of the Illinois Railroad and Warehouse Commissioners that the weighmen be removed to make room for political appointees of the Illinois commission. To force the elevator men to give employment to the Illinois deputies the commission on Dec. 3 ordered that the grain inspectors be withdrawn from two of the elevators. The elevator firms concerned are acting for the best interests of the entire trade in their endeavor to sustain the Merchants Exchange weighing department, and probably will not surrender to the politicians without a legal contest to determine their rights under the law.

John A. Robinson of Hall & Robinson, grain exporters of Kansas City and New Orleans, died Nov. 23, aged 55 years. The firm of which he has been a member for about 19 years is one of the leading grain firms of the city and was one of the first to take up the exporting of grain direct from the wheat fields of Kansas through the gulf, which business was begun, at the solicitation of a western railroad, in an experimental way and resulted in the building of the first export grain elevator at New Orleans on the I. C. road. He was a native of New York City, where for a time he engaged in the paper business and later was associated with his father in the grain export business. After making several business trips to Kansas City he recognized the importance of that city as a future business center and decided to profit by it. He leaves a wife and four children.

Despite interference by Illinois politicians and opposition of the elevator operators who are satisfied with their own "correct" weights, the Merchants Exchange weighing bureau is making some gains. On Dec. 3 it controlled the weighing at the following points: Burlington Elevator, 16 hopper scales; Rogers Elevator, 2 hopper scales; Mississippi Valley Elevator, 16

hopper scales; Brooklyn St. Elevator, 1 track scale; Merchants Elevator, 6 hopper scales; Central Elevator, 12 hopper scales; Exchange Elevator, 2 hopper scales; Wash Elevator, 1 hopper scale; Victoria Mills, 2 hopper scales; Purina Mills, 1 hopper scale; Plants Mills, 1 hopper scale; 8th and Gratiot Sts., 1 wagon scale; Tyler St., 1 wagon scale; Compton Ave., 1 wagon scale; 7th and Cerre Sts., 1 wagon scale; Main and Carr Sts., 1 wagon scale, at St. Louis. At East St. Louis, Ill.: Belt Elevator, 2 hopper scales; Columbia Elevator, 2 hopper scales; McReynolds Elevator, 5 hopper scales; Kehlor Mills, 1 track scale; C & A Wagon Scale, 1 wagon scale.

NEBRASKA.

The Foster Grain Co. is enlarging its elevator at Bertrand, Neb.

Wm. Townsend, grain dealer at Barnston, Neb., is building a residence.

Henry Leisy is building an elevator and corn cribs on his farm near Wisner, Neb.

B. W. McLucas & Co. are remodeling and enlarging their elevator at Gilead, Neb.

The Omaha Elevator Co. has rebuilt its elevator, which was burned at Cozad, Neb., and erected new houses at Darr and Mercer.

J. E. Magee will be local manager for the Omaha Elevator Co. at Waterloo, Neb., succeeding Mr. Fisher, who will be located farther west.

C. B. Seldomridge is building an addition to his elevator at Holdrege, Neb., which will increase the capacity from 22,500 to 30,000 bushels.

The J. H. Hamilton Grain Co. of Omaha, Neb., has purchased the elevator at Colon, Neb., of the Kinsella Grain Co. and Dec. 1 took possession.

The Ewart-Wilkinson Grain Co. has been incorporated with \$60,000 capital stock, by J. S. Ewart of Beatrice, Neb., R. Wilkinson and L. R. Ewart.

A corn mill with a daily grinding capacity of 2,500 bushels is being erected at Beatrice, Neb., by Edward S. Miller. It will be completed in a few weeks.

The Atlas Elevator Co. has enlarged its elevator at Laurel to four times its former capacity and Manager Dimick expects to do a larger business hereafter.

The Bartling Grain Co. is preparing its plant at Nebraska City, Neb., for a larger business. New cleaning and loading machinery has been installed and other repairs made.

George H. Lyons, who for several years has represented Armour & Co. at Omaha, Neb., has entered the employ of Chas. Counselman & Co. and will have offices at 221 Board of Trade.

W. G. McDougal, representing the Armour Grain Co. and the Milwaukee Elevator Co. at Des Moines, Ia., will hereafter be located at Omaha, Neb., 215 Board of Trade. He retains his connection with both firms.

W. J. Blain, agent Trans-Mississippi Grain Co., Linwood, Neb., Dec. 5: Considerable soft corn in this section, but the feeders are taking most of it; more cattle are being fed this year than at any time before; hogs have nearly all died of cholera.

John C. McDermott, agent, Central Granaries Co., Odell, Neb., informs us that the Odell Farmers Elevator Co., recently incorporated at Odell with \$10,000 capital stock, has purchased the elevator formerly operated by the Ewart Grain Co. and took possession Dec. 1. George W.

Walker, W. A. Erickson and others are interested.

The Duff Grain Co. recently sold its elevator at Table Rock, Neb., to the Hayes-Eames Grain Co., which shortly after traded elevators with C. R. Smith. Mr. Smith owned a lumber yard near the elevator formerly owned by the Duff Grain Co., and his own elevator was nearly a mile away. In order to be nearer his lumber yard the last mentioned deal was made.

Robert Watka, now in jail at Loup City, Neb., having been bound over to the district court charged with setting fire to the Jaques Grain Co. elevator at Ashton and destroying it and also setting fire to the E. S. Taylor elevator at Ashton, has been buying and shipping grain on track at Farwell for about four years. He never did much business, but has paid very irregular prices and kept the farmers dissatisfied most of the time, not only at Farwell, but surrounding towns as well. The Jaques Grain Co. lost an elevator at Farwell about a year ago and one at Warsaw, five miles east of Farwell, about three months ago.

NEW ENGLAND.

Norton & Warren of Warren, Mass., write that M. E. Southwick has bought the grist mill of C. H. Johnson at Warren.

Warren H. Hamilton has leased an old freight house on the Boston & Maine road at Springfield, Mass., and will engage in the grain business beginning with the new year. He will also deal in coal and wood.

The Grand Trunk railway has spent \$50,000 this fall in equipping elevators 1 and 2 at Portland, Me., with the latest and best fire extinguishing apparatus. The equipment includes 7,000 sprinkler heads, two 1,000 and two 500 gallon pumps, stationary yard nozzles hose, standpipes, etc. The two 1,000-gallon pumps are in a fire-proof pumphouse several hundred feet from elevators.

NEW YORK.

Frank Palmer & Son are building a grain elevator and storehouse at Apalachin, N. Y.

The American Stock & Grain Co. has been incorporated at New York City with \$50,000 capital stock. Directors: D. T. Hiltz, E. J. Naylor and J. S. Oliver.

T. B. Chase & Co. have been incorporated at New York City with \$20,000 capital stock to conduct a grain feed and flour business. Directors: G. B. Hollister, J. A. Chase and O. A. Westfall.

An attempt to burn the 1,000,000-bushel grain elevator of the Ogdensburg Terminal Company, at Ogdensburg, N. Y., was discovered Nov. 22. Waste soaked with oil had been thrown into a corner and lighted matches dropped upon it. This was discovered by the watchman before the flames had gained much headway. A discharged employe was suspected and arrested.

Contemplated improvements on the dock and canal necessitated the removal of the transfer elevator which is located on the property of the Western Transit line at Buffalo, N. Y. It has been purchased and by March 1 will be demolished. Although having no storage capacity, the elevator could elevate 5,000 bushels per hour and was an important plant in its day, but has now been idle for over 20 years.

The superior facilities of the Buffalo market for the execution of option orders

are well set forth in a leaflet assiduously circulated by the grain receiving firms, entitled "Why You Should Trade in Options in Buffalo." The easy facilities for the delivery or shipment of grain make manipulation by the long or the short interest almost impossible at Buffalo. The grades deliverable on option contracts are the same as those going largely into consumption, consequently legitimate buyers for the rise need not depend upon manipulation to make their investment profitable.

Owners of elevators at Buffalo, N. Y., in past years have given vessels freedom to tie up for the winter at their docks. Thru the kindness of the elevator men many boats have carried grain in their holds during the winter at a handsome profit to the vesselmen. This season the elevator men propose to charge the vesselmen who are virtually their competitors in storage, a small fee for the privilege of lying at the docks. Some elevator men have been making a charge of \$100 to \$200. Now the charge is to be uniform, $\frac{1}{2}$ cent per bushel, or \$500 on a cargo of 100,000 bushels.

Forbell & Tilson, New York City, Dec. 6: The large amount of clipped white oats on the Erie Canal just before the close of navigation, which originated in the Northwest, have all been received and absorbed in this market without causing more than fractional declines. Since then, prices have reacted to former levels, and while jobbers and dealers have ample stocks, at present all rail receipts are being well taken care of. Natural white oats of No. 3 white quality are in more liberal supply than two weeks ago, but sell equal to 36-pound clips. Mixed oats are scarce and wanted, the stocks being practically exhausted.

BUFFALO LETTER.

Among the late visitors on 'Change in the interest of grain purchases were H. S. Olmsted, miller of Shelby, and the head of the grain firm of Cady & Thorne of Auburn.

E. D. Snyder of the suburban town of Williamsville, who was posted sometime ago by the Merchants' Exchange for failing to carry out a grain deal, has paid up the claim and his name has been taken from the proscribed list.

Option trading on 'Change has increased very fast of late, the clearances on the 4th being 906,000 bushels; the largest since the trading was opened. All of which indicates that the boys are managing to keep on the right side of the market.

Buffalo broke the record of flour receipts by lake to the first of December, both for the month, 2,009,242 packages, and for the season, 11,150,354 packages. The aggregate of flour and grain, 159,535,460 bushels, is very flattering, considering the fact that corn and oats are so scarce.

The official report of grain inspection for November, made by Chief Inspector Shanahan embraces 1,384 cars on track, and 1,944 out of elevator. Car grain fell off a little from October on account of the great scarcity of winter wheat, which is scarcely more in evidence than rye.

The Merchants' Exchange has added the name of the Yawger Company of Seneca Falls to its posted list. It appears that the company bought oats of W. W. Alder, which it refused to receive on the shipment arriving there. This is not the first time of difficulty with the same concern on the part of members of the Exchange.

The Merchants' Exchange has completed arrangements for an official weighing system at the car transfer stations, so that all inspection certificates can be accompanied by the weight. It was expected that the grain committee would report the appointment of a weighmaster before this time, but Chairman Irwin does not appear to have called the final meeting on the subject.

A great amount of grain is afloat here just now, particularly spring wheat from the Canadian port of Fort Williams, all of which will have to be exported again to avoid the duty. The steamer Chili brought in a lot of 8,200 bushels of Canadian wheat lately that was wet, in consequence of a collision in Detroit river. To avoid the duty it was sold to Clark & Co. of Toronto.

For the moment there is a slight let up of the car famine, but the dealer who reports it says that he is sick of trying to ship anything on account of the shortage. He will not make any further promises of delivery till the sales on his books are carried out. Only the Lehigh Valley Railroad appears to have anything like the needed car supply. The difficulty is worse now that the canal is closed and will not improve right away.

Elevator shortage has occasioned less complaint this, fall than for a long time, spite of the car famine. At the last elevator meeting it was found that there was only about 1,000,000 bushels of room, most of which was in one elevator. It is found that the new steel houses are able to take care of grain in much better shape than the old wooden ones ever did.

Such a wretched grain crop, especially of oats and more or less especially of winter wheat, for the poor grain inspector to wrestle over. Chief Inspector Shanahan is trying to hold up the standard, but the western seller is complaining bitterly that he is slaughtering things. It is always so when there is a bad crop. The inspector is expected to make good grades out of sprouts and water. New corn is now coming in with a promise of raising the average considerably.

Feed dealers in this market will soon have to depend entirely on rail business for supply, as of late years it has not been considered safe to hold it here in quantity, on account of unsteady prices. The lake fleet brought in almost twice as much feed this season as last, 2,009,505 bags, as against 1,110,393 to date last season. The regular time reckoned on for filling an eastern order when the car must be ordered from the west is 30 days, seemingly a long time. Dealers in both grain and feed try to have stuff on the way all the time so as to shorten up the delay.—J. C.

NORTH AND SOUTH DAKOTA

H. G. Perry of Sioux Falls is arranging to build an elevator at Rowena, S. D. He will have a lumber yard and coal sheds in connection.

A good start has been made by the Sioux Grain Co. on its elevator at Vermilion, S. D. The foundation has been completed and the main building begun.

Fire was discovered in the top part of the St. Anthony & Dakota Elevator at Hillsboro, N. D., Nov. 20, but the prompt work of the fire brigade prevented much damage being done.

A 30,000-bushel elevator owned by the Powers Elevator Co. at Brinsmade, N. D., containing 12,000 bushels of flax and 1,000 bushels of wheat, was destroyed by fire on the night of Nov. 28.

Many elevators are being opened along the extension of the Milwaukee road from Eureka to Linton, N. D. Before the road reached Strasburg a 20,000-bushel elevator was opened and filled in less than three days. Elevators at Hague were filled just as promptly. The grain firms at Eureka will suffer somewhat but the general trade will profit.

OHIO.

The Hyman Grain Co. is building an elevator at Payne, O.

George Poling has recently completed a new elevator at Ansonia, O.

Fox & Hess of Coldwater have succeeded J. H. Feltman at St. Henry, O.

The Kenyon Bros. Milling Co. have purchased the elevator of Stephenson Bros. at Rushsylvania, O.

The Herzer Elevator Co. is putting a new Western Sheller and Cleaner in its elevator at Paulding, O.

Faber & Twining of Oberlin, O., informs us that F. A. Denman has engaged in the grain business at Wakeman, O.

J. H. Feltman, Ansonia, O., Dec. 3: Fly in wheat some; weather soft and muddy; corn very heavy and a great deal of it.

V. Underwood has purchased the elevator and business of F. M. Jaquith at Lemert, O., and Nov. 27 took possession.

J. W. McMillen has bought the elevator at Batson, O., which has been operated by Brady Bros. & Gillen for the past four months.

Emerson Bros., successors to Wolfe & Emerson and U. S. G. Emerson at New Comerstown, O., are building a flour and feed mill.

The Sharpsburg Milling Co. expects in the spring to erect a flouring mill in connection with its elevator and feed mills at Sharpsburg, O.

S. W. Night & Sons have purchased the elevator of W. S. Reece at North Baltimore, O., and with Wilbur Night as manager, have taken possession.

John McLean, Hagler, O., Nov. 24: Corn crop large but late in maturing and some inclined to be soft; cars very scarce and impossible to get at some stations.

The malt house of Herman Goepper & Co. at Cincinnati, O., was damaged Nov. 22, by an explosion in one of the malt bins. Loss, \$75,000; fully covered by insurance.

W. J. Ross & Co. have built a 20,000-bushel oat bin in connection with their elevator at Ansonia, O., and also increased their capacity for ear corn and installed new machinery.

Meda Brooks, administratrix of F. A. Brooks estate, Yellow Springs, O., writes: I have sold the elevator thru the advertisement in the Journal to F. Schlientz & Sons of Eldorado, O.

Owing to the death of Mr. Lowry Nov. 17, the firm of D. Lowry & Son at Newton Falls, O., has been changed to Kinnaman & Lowry. Mr. Lowry had been engaged in the milling business for 52 years.

Stearns & Greding, Bluffton, O., Nov. 22: Wheat looking fine; no complaint of fly here; acreage smaller than last year; corn about half husked and yielding well; farmers selling but little, cribbing most of crop.

W. W. Granger, president of the Cincinnati Chamber of Commerce and manager of the Union Hay & Grain Co., is being strongly urged by grain and railroad men to become candidate on the Republican ticket for president of the City Council.

Stearns & Greding recently connected their two elevators at Bluffton, O., by a

wire cable, thus enabling them to use the same power for both houses. Other improvements were also made and machinery including a No. 7 Clipper Cleaner installed.

The Ohio crop report issued Dec. 6 made the condition of wheat 91 per cent, or 3 per cent higher than a month earlier. Fly has done five per cent damage. Forty-two per cent of this year's crop was sold from the threshers. Growing crop is generally well set and uniform. In no counties is it abnormally low. Corn area 3,171,000, average 37.3 bushels; yield 118,000,000 bushels. Two per cent is mouldy.

C. A. Bissell, Antwerp, O., Dec. 5: No snow, some freezing weather; small acreage of wheat on account of so much rain during the seeding time; plant in fine condition; corn coming in at the elevators is very poor, badly damaged by rain, and we doubt if we get very much that will grade contract; nearly one-half still in the fields; labor scarce and farmers will be compelled to do all their own work; hogs are getting scarce; half fat cattle plentiful.

PACIFIC COAST.

A grain warehouse is wanted at Mt. Vernon, Wash.

G. Billing has engaged in the grain business at Lind, Wash.

Loho & Cox have recently engaged in the grain business at Hazard, Wash.

Smith Bros. have purchased the grain business of C. R. Look at Napa, Cal.

M. Fisher has succeeded Fisher & Co. in the grain business at Dalles, Ore.

Jones & Menke have bought the grain business of T. E. Wilson at Wilbur, Wash.

W. H. Brown has purchased the grain business of E. H. Park & Co. at Baker City, Ore.

E. C. Blanchard has purchased the grain business of E. G. Marston at Spokane, Wash.

P. P. Collier & Co. have succeeded W. C. Minnis in the grain business at Pendleton, Ore.

The Goodnough Mercantile & Stock Co. has succeeded the Elgin Milling & Elevator Co. at Elgin, Ore.

The warehouse owned by P. F. Smith, a grain dealer at Wallace, Idaho, was slightly damaged by fire recently.

The Vollmer-Clearwater Co. and the Kettenbach Co. are making arrangements to build warehouses on the farmers' tramway at Nezperce, Idaho. E. P. Atchison, manager for the former company at Kendrick will probably be transferred to Nezperce.

The Seattle Grain Co. has nearly completed its new elevator and warehouse at Big Bend, Wash. Two other grain buildings are being erected at Big Bend, a warehouse by the Columbia River Warehouse & Forwarding Co., and an elevator by the Columbia Grain Co.

The Globe Grain & Milling Co. has been incorporated at Riverside, Cal., with \$1,250,000 capital stock. Incorporators: Will E. Keller, J. B. Alexander and others, all of Los Angeles. The purpose of the company is to erect a 250-barrel flour mill at or near Colton.

Sam Williamson, Salt Lake City, Utah, Dec. 6: Wheat is easier owing to the more limited demand of local mills; flour business is somewhat mixed owing to considerable importations of eastern product at less than it can be produced from Utah wheat; carload prices of white wheat 82 to 83 cents per 60 tons.

Pacific Coast wheat must have a special value to induce the shipment of a trainload across the continent at great expense, as in the case of a recent order received by the Washington Grain & Milling Co. for 20,000 bushels of wheat of the Sonora variety to go from the Big Bend district to the Genesee Pure Food Co., of Le Roi, N. Y. The same company recently received an order for 5,000 bushels from a Battle Creek, Mich., food manufacturer.

State Grain Inspector Arrasmith of Washington, in his biennial report, for the period ending Oct. 1, says that the amount of grain inspected has increased 48 per cent over the amount inspected during the corresponding period of 1901. The number of carloads of wheat inspected at Seattle, Tacoma and Spokane were 37,540, or 35,268,540 bushels; of oats 2,265 carloads, or 3,125,700 bushels; barley, 1,432 carloads, or 1,346,280 bushels; rye, twenty-eight carloads, or 33,100 bushels; a total number of cars of grain, 41,266, or 39,763,620 bushels.

SAN FRANCISCO LETTER.

Washington is shipping considerable barley and oats to California this season.

The steamer Arab has been chartered by the Sperry Flour Company to load 2,634 tons of flour at San Francisco for Hongkong.

The crop of California chevalier barley has about been cleaned up. Nearly all the chevalier produced this season has been exported to Europe.

Millers have advanced all grades California, Oregon and Washington flour another 20c per barrel. There has been comparatively little flour sold at this advance.

Bean prices, that a few weeks ago were on the jump, have quieted down, and dealers are holding off until the Eastern demand picks up again. California small whites are quiet at \$3.10 to \$3.20 per cental.

The steamer "San Mateo" arrived here from Portland with 3,800 tons of Oregon wheat consigned to local dealers, with several more cargoes to follow. Part of this will be used by the mills and the balance piled against December.

The French bark Lamoricere has been chartered by Balfour, Guthrie & Co. at 22 shillings to load 1,471 tons of flour at Tacoma for Capetown, South Africa. The cargo was purchased from the Portland Flouring Mills Company.

The shortage of cars is keeping back the deliveries of grain and causing great inconvenience to the trade, several mills being shut down until long delayed shipments of wheat arrive and until they can get cars to ship off their accumulation of flour.

"Hold your wheat" circulars issued by dealers who are long on wheat have been widely circulated among farmers, apprising them of the wheat situation and of the probability of an advance after the short interests finish their December wheat manipulations.

To G. W. McNear, a prominent San Francisco shipper, is due the credit of despatching the first cargo of wheat to Australia this season. He exported November 14th, 1902, on the British ship Celtic Chief 98,566 bushels of wheat from Tacoma for Sydney.

The S. P. R. R. Company has received word from General Agent McDougal of the City of Mexico, who reports that, effective November 15th, 1902, and continuing until March 31st, 1903, the duty on wheat entering Mexico will be fifty cents

Mexican silver per one hundred kilograms—a reduction of ninety per cent.

Oregon wheat has become a strong competitor of California wheat this year and is being sold delivered San Francisco at \$1.35 to \$1.37½ per cental—from 5c to 10c less than California farmers will accept. Holders here are confident that wheat will do better after the first of the year and are not pressing the market.

The slump in wheat will probably be only temporary, as we have seven months yet to go before harvest and will be badly in need of the short stock on hand after the shippers load their present charters, and the Australian demand is filled. Latest advices from Melbourne predict an almost total failure of the Australian crop and state that about 100,000 tons of wheat will be needed to tide them over until next harvest. One-half of that amount taken from California at this time will reduce supplies to a low ebb, and would be bound to send the market skyward.

San Francisco business men are up in arms against the attempt of President James G. Hill and his colleagues of the Northern Pacific Railroad to secure control of the government transport service between this port, Seattle and the Philippines, by trying to have the transport service let to private enterprise. San Francisco did not put in a bid and the probability is, that if army officials decide to let it out to private parties, Hill will surely get it, as his bid is much lower than what it costs the government to operate the service. Should he get it Seattle and the territory adjacent to the Northern Pacific will be benefited, and San Francisco, among other things, will lose a good many contracts to supply hay and oats for Manila shipment.

There are in port at present eleven ships chartered to load for Sydney with several more loading in Puget Sound. For South Africa there is one ship and several on the Sound, on berth. As the English demand has stopped, there will be no movement to Liverpool, after the nine ships on berth at present are away. Charters are lower than ever in the history of this port, viz., 10 shillings 3 pence for Sydney and 12 shillings 6 pence for Melbourne. From Puget Sound the last charter rates quoted are 15 shillings for Sydney and 16 shillings for Melbourne. The amount of wheat piled here and at Port Costa against the December option is estimated at from 20,000 to 25,000 tons, and against the December barley option, piled at various points, from 8,000 to 10,000 tons, all of which will be amply taken care of by shippers for export.

The price of wheat under the manipulations of local shippers and other dealers, who are heavily short on December delivery, has experienced a decided slump. Until the last week in November, excitement in wheat ruled high, the market jumping from 2½c to 5c a day, reaching \$1.43¾ for December and \$1.44 for May—the highest prices in years. Local shippers are said to have 40,000 tons short wheat to deliver and 62,000 tons charters on their hands for December-January loading. Being short on wheat and long on chartered they are in a desperate fix—having to deliver wheat they need so badly for their ships, or make good in cash, and with a number of high priced ships on hand that must be off by the end of January to avoid demurrage. As the time for the liquidation of the December option drew near, brokers acting for the short interests conducted a bear campaign, and suc-

ceeded in battering the price down, December closing at 8¼c and May 5¾c from the top price reached.—R. E. W.

PENNSYLVANIA.

Alexander Spangler, who for 40 years has conducted a grain buying and shipping business at Gettysburg, Pa., has retired. The business will be continued by his son.

M. Norton, formerly in the grain business in Ohio, has moved to Pittsburg, Pa., and opened an office in the McCance Building, where he will conduct a wholesale business in grain and hay.

With the exception of ear corn, the Pittsburg Milling Co. will weigh all grain shipped, charging \$3 per car. It is customary for the shipper to stand half of this charge and the receiver the balance.

PHILADELPHIA LETTER.

The members of the hay trade connected with the Commercial Exchange, backed by the joint transportation committee of the Exchange, have through a prompt and determined stand, compelled the Philadelphia & Reading Railway to abandon its new rule of allowing only 48 hours for the delivery of hay and straw from cars. The hay receivers were prepared to go into the courts and make a legal test of the case, claiming that they were entitled to a reasonable time to deliver before demurrage is charged, and after several conferences the railroad authorities agreed to leave the old 98 hour rule in force.

New corn is coming in wet and damp and not in proper condition for use or export purposes. Some of the best informed members of the grain trade of this city predict that corn will not be in fit condition for at least a month, and others insist that there will be no perfectly cured corn arriving here in any quantity for at least three months. It is claimed by those who know that neither damp or extreme cold weather can put the corn in marketable condition, the dry winds of September being the only specific; and in place of these there were the continuous rains which followed St. Swithin's day. The general trade is very cautious and exporters are conservative on corn at present on account of its lack of keeping qualities, not having its natural hardness as in other years, and this makes the market several months behind time.—E. R. S.

SOUTHEAST.

The Cape Fear Rice Co. has been incorporated at Wilmington, N. C., with \$200,000 capital stock.

The cotton crop of the United States for the year 1902-3 is estimated by John Hyde, statistician of the Department of Agriculture, at 10,417,000 bales, and the area picked at 27,114,103 acres.

The phenomenally favorable weather that has prevailed almost continuously for some weeks prior to Dec. 3 throughout a larger portion of the cotton belt has made a substantial addition to the cotton crop.

The W. A. Merryday Co. has been incorporated at Jacksonville, Fla., with \$10,000 capital stock to deal in grain, hay, groceries and fertilizers. Incorporators: W. A. Merryday, L. H. Merryday and S. J. Barston.

SOUTHWEST.

Conklin Bros., formerly engaged in the grain business at Cropper, Okla., have removed to Kaw City, there to engage in the same business.

The Morse Rice Milling Co., Morse,

La., has recently completed a 1,200-barrel mill which has complete equipment of modern machinery.

D. J. Donahue of the firm of Donahue Bros., grain dealers and millers at Ponca City, Okla., has purchased a site for an elevator at Kaw City, Okla.

A warehouse containing a large amount of rice was destroyed by fire Nov. 11 at New Iberia, La. It was part of the plant of the New Iberia Rice Mill, which was only saved by its equipment of sprinklers. Loss about \$15,000.

J. E. Robinson, chief inspector of the New Orleans Maritime & Merchants' Exchange, Ltd., reports that the amount of wheat exported from New Orleans during the month of November was 1,697,922 bushels, compared with 1,653,300 bushels exported during November, 1901.

The New Orleans Maritime & Merchants Exchange has adopted a rule that the first half of every calendar month expires at 12 o'clock at night on the 15th of every month, and that then begins the second half of the calendar month, irrespective of the number of days in the month.

Fred Muller, secretary of the New Orleans Maritime & Merchants' Exchange, Ltd.: All the grain exported during November with the exception of 32,000 bushels of wheat on the S. S. Proteo, was inspected by the Inspection Department of the New Orleans Maritime & Merchants' Exchange, Ltd. Since the opening of our department on July 1, 1902, up to December 1, we inspected 8,528,144 bushels of wheat, 155,938 bushels of corn and 13,928 bushels of rye. The grain inspected outside of this Exchange this period amounted to 182,000 bushels.

TENNESSEE

R. K. Gibson of Knoxville, Tenn., informs us that the Peter Bradley Mill Co. has just completed a mill of larger capacity than that burned in July.

TEXAS.

The Colorado Valley Rice Milling Co. has completed its 1,500-barrel mill at Bay City, Tex.

The San Jacinto Rice Co. has been incorporated with \$25,000 capital stock at Beaumont, Tex.

The new Southern Pacific elevator being erected at Galveston by John S. Metcalf & Co., will be equipped with automatic sprinklers.

State Entomologist Sanderson has made an examination of the insect found recently in a Denton county field and has assured the growers that it is not the wheat destroying aphid.

The tracks of the Santa Fe Railroad at Gainesville, Tex., and other points have been occupied by hundreds of wheat laden cars waiting to be made up into trains for shipment to Galveston.

Lee Patrick, grain broker of San Antonio, Tex., reports business good. Alamo! Chili con Carne!! Hot!!! Mr. Patrick swears that some Kansas corn that is arriving has the Mexican dish beaten by a city block.

Rates on grain and grain products from interstate to Texas points will be raised Dec. 15, when thru rates from Missouri, Kansas and Nebraska will become effective. The increase averages 4 cents per 100 pounds.

C. McD. Robinson, chief inspector of the Galveston Board of Trade, reports that exports of grain from Galveston during the month of November amounted to

744,220 bushels of wheat; 306,365 bushels of corn and 12,064 bushels of rye; compared with 655,100 bushels of wheat and no corn and rye during the corresponding month of 1901. The total amount of grain exported since Sept. 1, was 5,224,900 bushels of wheat; 329,680 bushels of corn and 12,064 bushels of rye; compared with 3,488,079 bushels of wheat and no corn and rye exported during the corresponding period of last year.

T. S. Miller, Leon Junction, Tex., Nov. 25: The acreage sown to wheat in Coryell and adjoining counties will be very large owing to the prevalence of the boll weevil, whose heavy inroads on the cotton crop in this section this year renders probable more ruinous and excessive depredations next year. Good rains have been falling at irregular intervals for more than three weeks, filling the earth with a superabundance of moisture and giving us a better season than we have had for several years. All grain sown is looking well and is undisturbed by any form of insect so far.

The railroad commission of Texas on Nov. 20 ordered that the rates for the transportation of wheat, carloads, between points in Texas, shall not, in common point territory, exceed 12½ cents per 100 pounds on shipments over a single line of railroad or over two or more lines of railroads which are under the same management and control, and 15 cents per 100 pounds on shipments over two or more lines of railroad which are not under the same management and control. Shipments to or from points of differential territory shall be subject to the differential grain rates, named in section 3 of commodity tariff No. 2-A, under the rules therein provided, in addition to the maximum rates herein named for common point territory. It is further ordered that on milling in transit shipments the through rate on flour milled from wheat reaching milling point over a single line of railroad shall not, in common point territory, exceed the figures produced by adding to the 12½-cent rate on wheat a stopping or additional charge of 5 cents per 100 pounds, and on shipments of wheat reaching milling point over two or more lines of railroad not under the same management and control the through rate in common point territory shall not exceed the figures produced by adding to the rate of 15 cents a stoppage or additional charge of 2½ cents per 100 pounds. On milling in transit shipments of bran the wheat reaching milling point over a single line of railroad or over two or more lines of railroad under the same management and control, the through rate shall not exceed 12½ cents per 100 pounds in common point territory, and on shipments the wheat reaching milling point over two or more lines of railroad not under the same management and control, the rate shall not exceed 15 cents per 100 pounds in common point territory. On milling-in-transit shipments of both flour and bran destined to points in differential territory, the differential rates prescribed in section 3 of commodity tariff No. 2-A shall be added to the common point rates herein named.

TEXAS LETTER.

The fear of the green bug or wheat louse has about abated, and there is nothing heard of it from any portion of the state.

The snow which fell this past week has caused the wheat to stop growing and there is no longer any fear of the wheat

jointing and the ground is now hard enough to turn the stock in for pasturage. There is every prospect of having a good heavy crop during the coming season.

The railroads have refused to make any concession in the matter of reducing rates on grain from the north to Texas and Col. Peters of the Calvert Board of Trade will go before the railroad commission of Texas and request that body to use their influence with the railroads to get the reduction on corn that is needed. The failure of the Texas corn and grain crop has attracted a number of northern dealers to the state and they are now waiting the new rates so that they can make figures on grain delivered. A telegram was received by a railroad official here stating that the grain rates would be changed on Dec. 15th and this was very welcome news to the waiting grain people.

The principal topic among the grain men at the present time is the rate situation. The rates made by the commission of Texas was said to be for the purpose of forcing the railroads to make a change in the Texarkana situation. The grain men state that the effect will be to stop them from rebilling through Texarkana. All are, however, waiting for the promulgation of the rates adopted by the railroads at their meeting in St. Louis.

C. L. Moss of Dallas, in speaking of the rates to be promulgated by the railroads on the 15th: "There is considerable feeling manifested in regard to the proposed four cent raise on the corn rate. The farmers and the commercial bodies of the state have been endeavoring to get a reduction, claiming that there was an emergency, and now that it is stated that there will be a four cent raise, which must of necessity come from the farmer, it is pretty hard, especially as they have had to buy corn for two years in succession."—J. S. W.

WISCONSIN.

The Northern Grain Co. is repairing and enlarging the Treleven Elevator at Fond du Lac, Wis.

Clark Bros., grain and stock dealers at Cottage Grove, Wis., are making arrangements for the erection of a \$4,000 elevator.

Superior grain men argue that the bulk of the elevator capacity is in the Wisconsin city and therefore they should control the inspection of grain shipped from the head of the lakes.

H. H. Moe, Woodford, Wis., Nov. 24: Ordinarily only rye and oats shipped from this region; rye crop largely a failure and not fit to ship; oats fair but little will be offered for sale, as the farmers were so completely cleaned out last spring that the surplus will be held in reserve; what is sold may be taken by home consumers.

As is the custom the Milwaukee Chamber of Commerce held an auction Nov. 29 to dispose of the sample tables on the floor of the exchange. Mohr, Holstein & Co. secured first choice for \$6; Berger & Co. second for \$7; the Berger-Crittenden Co. third for \$5; R. Elliott & Co. fourth for \$19, and L. Bartlett & Son's Co. fifth for \$20, the highest amount paid. In addition to the premium paid the rental of drawers in tables was fixed at \$15 and in desks at \$10.

R. F. Allen, who for more than thirty years has been connected with the grain and milling business, and E. DeCew, have engaged in the grain business at Fond du Lac, Wis. The firm will also deal in hay, flour and feed and has secured the plant of the Fond du Lac Canning Co., which

will be remodeled and equipped with mill machinery. The grain business will be conducted through the Tibbetts Elevator, which will also be remodeled and fitted with new machinery. During the canning season the canning plant will be operated by the firm as agents for the Fond du Lac Canning Co.

GRAIN CARRIERS.

The advance in grain rates, Chicago to New York, is 2½ cents.

The Atchison, Topeka & Santa Fe railroad is trying to place an order for 3,000 box cars.

The International and Great Northern has completed its extension from Waco to Fort Worth, Tex.

A line of fast Atlantic freight steamers will be built soon by the Canadian Pacific Railway. The service will be begun with four boats.

Twenty miles of line will be built by the Chicago & Eastern Illinois Railroad between Findley and Pana to gain entrance into St. Louis, Mo.

The Canadian minister of marine on his recent return from an inspection of the St. Lawrence declared that the channel should be lighted at night.

The Canadian Northern Railroad is said to be negotiating with the Great Northern Railroad for passenger and freight connections to St. Paul, Minn.

Directors of the Pennsylvania lines at a meeting at Philadelphia, Nov. 26, authorized the expenditure of \$7,150,000 on double track and terminal west of Pittsburgh.

The Illinois Central is about to build 20 miles of road between Daily and Sand Ridge, Ill., to handle traffic when the bridge across the Mississippi River at Gale has been completed.

After the hearing on the reconsignment charge at St. Louis, Mo., Nov. 25, the Illinois Railroad and Warehouse Commissioners announced that a decision would be given later at Springfield, Ill.

New Yorkers whose livelihood depends upon the grain shipments thru that port are much disturbed to learn that the railroads are carrying wheat from Buffalo 4-10 cent lower to Boston than to New York.

To get direct connection with the Toledo grain market, right of way is being purchased for the Toledo, Fort Wayne & Southwestern Railroad, which will extend thru Huntington, Elwood and Noblesville to Indianapolis. Elevators will be erected at all important points.

The charge for stopping cars of coarse grains or wheat to be cleaned or milled in transit has been reduced by the Chicago, Milwaukee & St. Paul Railroad from 2½ cents at some points to a uniform rate everywhere of 1 cent, except where the charge now is less than 1 cent.

The glut has been relieved at Pittsburgh. On Sunday, Nov. 23, nearly 54,000 cars were moved out of the city. One Wednesday 20,000 cars stood on the sidings of the Pennsylvania Railroad. Altho miles of cars still are tied up the company is again accepting grain for points east of Pittsburgh.

Before the extension of the Chicago, Milwaukee & St. Paul Railroad from Eureka, S. D., reached Hague and Strasburg the elevators at those stations were filled with grain. The new elevator at

Strasburg was filled three days after it was opened, to its full capacity of 20,000 bushels.

Transfer of grain cars at Minneapolis, Minn., between the Great Northern and the Chicago, Milwaukee & St. Paul has been delayed during the past month until hundreds of cars have accumulated in the yards. Each road accuses the other of being the cause of the delay. Shippers who desire prompt delivery are avoiding transfer between the two roads.

Charles M. Hays, general manager of the Chicago & Grand Trunk Railway, says the 3,000-mile Pacific line will be constructed under a separate corporation to be the "Grand Trunk Pacific railway company," and will be of the most modern and up-to-date character, having especially in view low grades, long tangents, steel bridges and heavy rails, as well as ample station facilities and equipments for the handling of both freight and passenger traffic; in fact, the road will be of the highest standard in every respect.

The rates in the three sections of the country are determined by committees known as the western, the southern and the official. The official classification prevails east of the Mississippi and north of the Ohio and Potomac rivers. The Southern classification prevails east of the Mississippi and south of the Ohio and Potomac rivers. The Western classification prevails over the territory west of the Mississippi river. There are several other smaller classifications, but they are of minor importance.

A milling in transit decision was rendered Nov. 29, by the Interstate Commerce Commission in the suit of the Diamond Mills against the Boston & Maine Railroad. Commissioner Prouty held that the shippers are not entitled, as matter of right, to mill grain in transit and forward the milled product under the through rate in force on the grain from the point of origin to the place of ultimate destination, but that, on the contrary, milling in transit is a special privilege, for which extra compensation is usually exacted by carriers, and which is only permitted by them under prescribed terms and conditions, and that the railroad company, as party to a joint tariff which does not give shippers the privilege of milling in transit, acted within the legal right in notifying its immediate connections and the complainant that it would not permit that practice. Also it was decided that the railroad company did act unlawfully in imposing the arbitrary charge of 6 cents per 100 pounds in addition to the through grain rate on the milled products forwarded from Buffalo, and that it was and is bound to apply on such transportation from Buffalo its established joint rates on grain products from that point to New England destinations. The complainant is awarded reparation in the sum of \$358, representing the difference between charges exacted according to the 6-cent arbitrary above the through grain rate and the sum of established rates on grain to Buffalo and on milled products from that point.

Seed corn is expected to be of poor quality next year on account of excessive moisture.

"Knock the other man down and get it all," has been superseded as a maxim of business policy by "get together and share up."—Popular Mechanics.

Report of Minnesota's Weighing Department.

We have received a copy of the annual report of P. P. Quist, state weighmaster for Minnesota, which will prove exceedingly interesting reading for every grain shipper.

The number of cars weighed in the mills and elevators during the year ending Aug. 31, 1902, was 222,429, in the railroad yards 698, total cars weighed 223,127. Wagon loads weighed in railroad yards not included in above 5,564. The revenues received during the year were \$59,534.69. * * *

The total number of bushels of grain weighed during the year was 191,848,151, divided as follows: Wheat, 152,810,383 bushels; flax, 13,927,862; oats, 11,123,355; corn, 5,472,665; barley, 6,862,795; rye, 1,651,962.

In my last annual report I called attention to the evil of the car sweeping which prevailed and on Dec. 14, 1901, I received your letter with instructions to take such steps as were considered necessary to suppress or abolish this pernicious car sweeping, which this department has had to contend with for years, and the following circular letter was sent out to all mill, elevator and railroad companies in the city:

"Minneapolis, Minn., Dec. 19, 1902.

"The Minneapolis state weighing department has for years had to contend with what is commonly known as car sweepers, who, under guise of sweeping empty grain cars, enter railroad yards with sacks and brooms. Most of these sweepers are boys ranging from 12 to 18 years of age. Some of the mills, elevators and railroads give permission to sweep cars on their premises, but the majority are there without permission. As cars are often left in the railroad yards in the outskirts of the city without police protection for a week or ten days at a time, frequently with doors open, before being unloaded, one can readily see the temptation and opportunities they have for stealing, and when caught with sacks of grain stolen they would claim to have obtained it by sweeping, and cannot be convicted. Most of our shortages in weights are traced directly to pilferage. I am in receipt of a letter from the Railroad and Warehouse commission instructing me to see that this pernicious car sweeping system is abolished, and to carry out their instructions would respectfully ask the co-operation of your company by issuing an order prohibiting car sweeping in your yard.

"Thanking you in advance for any assistance you may lend me in this matter and trusting I may receive a favorable reply, I am, Very respectfully yours,

"P. P. Quist, State Weighmaster."

The replies received to this circular letter from the milling and elevator companies were very encouraging, promising their united support. Some of the railroad companies were more reluctant, as it meant to them additional expense for salaries of watchmen, who under the old system received no salaries, their only compensation being a permit to sweep empty grain cars, and you can readily see what kind of service they rendered as watchmen while they were busy sweeping cars. I have been informed by reliable authority that the amount of grain some of the sweepers sold amounted to two or three hundred dollars per month. After considerable pressure had been brought to bear, and seeing that earnest efforts were

being made to carry out your instructions they finally ordered all permits granted to sweep cars canceled, and an order was issued by all railroad, mill and elevator companies prohibiting car sweeping in their respective yards, and notices were posted conspicuously in the railroad yards prohibiting car sweeping and trespassing. Sweeping still continued and arrests were made, but we were unable to secure conviction or punishment of the offenders by the court.

While section 2, chapter 29, general laws of 1893, requires railroad companies operating any lines of railroad at terminal points to furnish ample police protection in their yards and terminal tracks and to protect and restrain all unauthorized persons whether under guise of samplers or sweepers from entering or loitering in their respective railroad yards, no penalty



C. A. May, Minneapolis, Minn.

is provided for the violation of this section so far as sweeping or loitering is concerned.

The city council of Minneapolis was appealed to and an ordinance was passed making car sweeping a misdemeanor. A good many arrests have since been made and the offenders punished either by fines or workhouse sentence. I will say in connection, since some of the elevators under our jurisdiction are located outside of the city limits, parties caught sweeping at those places could not be convicted under this ordinance, that the next legislature ought to be appealed to and the law so amended as to provide punishment for this offense.

The expense incurred by this additional work amounted to over \$4,000, but I believe that this money was well expended, as the shippers have undoubtedly been saved several times that amount. I can truthfully say that car sweepers are very scarce in Minneapolis to-day, and the results are that our shortage claims have fallen off more than 50 per cent, as is shown by the fact that during the grain year ending Aug. 31, 1901, there were 1,654 claims for shortage presented and during the past grain year only 779 claims. However, watchfulness will have to be kept or there will soon be as many sweepers as ever in the field.

Another feature of the year's work has been the adoption of a system requiring our weighers to make a specific daily report of all cars found in bad order, mak-

ing a detailed description of the manner of the leak or other faulty condition of the car.

These reports show that out of a total of 223,127 cars weighed 20,214 arrived at the place of unloading in bad order, subdivided as follows: 4,807 cars were leaking in body of car, 9,262 had leaky grain doors, 2,899 were without seals, 1,925 with doors open and 1,321 with seals broken.

This detailed information enables us to locate many shortage claims which heretofore could not be accounted for, and also shows the necessity of shippers exercising more care in preparing cars for shipping.

Our efforts to have the whole weighing system equipped with automatic register devices has been largely successful. Out of a total of 223 scales under the supervision of the department all but thirty-five are equipped with either letter check beams or automatic registers that record the weight correctly.

In the list of new elevators added to the department during the past two years it is interesting to note the increased capacity of scales, which indicates the fact that we are in a period of progression and development in the mechanical branch of the service which keeps pace with the increasing car capacities. This development is not without its effect on the weighing results, for by making less number of drafts in weighing the chances for errors are proportionately lessened. The necessity of exercising more care of these monstrous weighing machines is very apparent, for as the tonnage increases the multiplication of leverage also increases, and now on a load of fifty tons any deviation from perfect seal would amount to more than on a load of twenty tons, which was the average load of a few years ago.

C. A. May.

C. A. May, whose portrait is given herewith, is secretary and treasurer of the South Minnesota and South Dakota Grain Dealers Association, with office and headquarters in Minneapolis.

He has been in the grain business both in the country and city and can look at trade trouble from the shippers' as well as the receivers' standpoint.

Mr. May first started in the grain business in 1887, and for six years was agent for the Dakota Elevator Co., at Dassel, Minn.

In 1894, while still acting as agent for the elevator company, he was elected to the office of sheriff of Meeker county, Minnesota, which position he held for three terms or six years. He then entered the grain commission business at Minneapolis as one of the partners of the Graves-May Co.

Mr. May severed his connection with this firm last spring to accept his present position.

Giving an engine more gasoline in order to get more power sometimes makes a bad matter worse, the mixture becoming too rich for complete combustion. The remedy is to increase the speed, but this can be done only to a limited extent.

To measure the number of bushels in a crib, taking two bushels of ears as equal to one of shelled corn, reduce the inside measurements of the crib to cubic inches and divide by 4,300, the result is the number of bushels.

SUITS AND DECISIONS

The Evansville Grain Co., Evansville, Ind., has brought suit against the Louisville & Nashville Railway to recover \$2,000 damages on account of excessive freight charges alleged to have been exacted during the past 6 years for switching cars from the river to the city tracks.

Bartlett, Frazier & Co., of Chicago, have been granted a permanent injunction restraining the board of review of Will county, Illinois, from assessing for taxes the grain in the Midland Elevator at Joliet. The county board will be asked by its attorney for authority to take the matter to the supreme court.

In the suit of the Farmers Elevator Co., of Morris, Minn., against A. G. Sunwall & Co., grain commission merchants of Minneapolis, Minn., the jury has given a verdict for defendant. The manager of the business of the farmers company made option deals, which were alleged to have been unauthorized and gambling.

The Supreme Court of Minnesota on Nov. 14 upheld the decision of the lower court in the suit of Geo. F. Rice against the stock holders and officers of the Madelia Farmers Warehouse Co., of Watonwan county, for dishonesty, fraud and unfaithfulness as stockholders, whereby his grain was unlawfully converted.

Where a bank certifies a check, it thereby enters into an absolute undertaking to pay it when presented at any time within the time fixed by the statute of limitations, and is therefore estopped to deny that it possessed sufficient funds of the drawer to pay the same.—*Jackson Paper Mfg. Co. v. Commercial National Bank*. Supreme Court of Illinois. 65 N. E. 136.

The Winnipeg Elevator Co., Winnipeg, Man., is defendant in a suit for \$199 brought by Mr. Hocking on account of wheat delivered to the company's elevator at Elgin, Man. Hocking claims the grain was sold; while the company claims it was received for storage. Judge Cumberland gave a decision in favor of Hocking for \$194, and the company has appealed to the full court. A settlement is expected.

A telegram was sent, subject to a stipulation that the company would not be liable for damages unless a written claim was presented within 90 days from the filing of the message. Suit for damages caused by the failure of the company to deliver the telegram was filed, and citation duly served on the company, within 90 days from the filing of the message. Held, that the stipulation had been sufficiently complied with. *Phillips v. Western Union Tel. Co.*, Court of Civil Appeals of Tex. 69 S. W. 997.

Where a bank is the collecting agent of another bank, it does not cease to become such because drafts forwarded to it for collection are drawn upon it. In an action against a bank for failure to collect drafts or to take steps to charge the indorser, in the absence of proof to the contrary, it will be presumed that the indorser was solvent. In an action against a bank for failing to collect a draft or to charge the indorser, it cannot be first urged on appeal that the indorsement may have been without recourse, or with waiver of protest. *National Revere Bank of Boston v. National Bank of the Republic of New York*, Court of Appeals of New York. 64 N. E. 799.

The decision of Judge Wheeler in a landlord's lien case has been upheld by the Iowa Supreme Court. *Fishbaugh, a*

landlord of Page county, brought suit against Spunaugle, grain buyer, to recover \$247 on account of corn sold by Hinsley, tenant. The decision is that a jury's finding that the landlord's agent was a general agent for the management of the property, and therefore had authority to waive the landlord's lien on the crops, is supported by the agent's own evidence that he was renting the farm, was the landlord's agent to control it, transacted all the business in relation to the collection of the rent, instructed the tenant to

Steel Hoppers for Scales.

The insurance inspectors insist, and no doubt quite properly, that fireproof elevators shall contain no wood if they are to be granted a low rate for insurance. It does not take much heat to cause steel to bend and collapse, especially if simultaneously subjected to a heavy strain.

Even the window sills and the scale hoppers are now made of steel. Thru the courtesy of Popular Mechanics we are able to present herewith a view of one of



Steel Hopper for 1,600-Bushel Scale.

sell part of the crop to pay taxes, and had general supervision of the property, although the agent also says that he had no authority to do anything detrimental to the landlord's interest, and was not authorized to release the lien. Where a landlord gives his agent authority to permit a tenant to market the crops, it carries with it authority to the agent to waive the landlord's lien on the crops; and a purchaser without notice will take free from the lien, though the agent authorizes the marketing of more corn than his instructions contemplated. Judge Weaver said: It may be conceded, as contended by appellant, that the landlord may enforce his lien against a purchaser from the tenant without notice. *Holden v. Cox*, 60 Iowa, 449, 15 N. W. 269; *Blake v. Chas. Counselman & Co.*, 95 Iowa 219, 63 N. W. 679; *Fraser v. Hammer*, 99 Iowa 48, 68 N. W. 564. But that question does not seem to be raised in this case. It is admitted that defendant purchased knowing the corn had been raised by a tenant on leased ground, and that he knew the rent was not paid, or at least not paid in full. The position of the defendant is that the lien which the law gave the plaintiff was waived or relinquished by the voluntary act of the plaintiff by his agent, in giving express consent to the sale.—*Fishbaugh v. Spunaugle*, Supreme Court of Iowa, 92 N. W. 58.

A paper mill which is to be erected at Middletown, O., at a cost of \$500,000, by Colin, Gardner & Co., is to be used for an experiment in the manufacture of paper from corn stalks.

the scale beams and steel cylindrical hoppers installed by the Barnett & Record Co., in the working part of the new St. Anthony elevator, Minneapolis. The hoppers have capacity to weigh 1,600 bushels at one draft and are designed so as to receive and discharge the full amount quickly. Altho the hoppers are very large, they are so strongly constructed they are not likely to sag or bind. The numbers on the hoppers indicate to what bins grain can be spouted from the hopper.

As is pointed out by Minnesota's state weighmaster in his annual report, the larger scales increase the handling capacity of the elevator and decrease the opportunity of error in adding weights of different drafts; yet they require closer and more careful inspection and handling, as a slight defect may cause great inaccuracy in weights.

Tom Cleage's blind pool in corn has been having an unusual run of luck, or he is working the press.

Manitoba wheat should not be counted in our exports, because it is not counted in our crop.—*J. F. Zahm & Co.*

Orders for wheat options are good only during the same day. When orders are to be executed at a certain price any following day the customer should inform his broker that the order is "open."

Corn on the cob has a fuel value of 8,000 British thermal units per pound; and three pounds of cobs are equal to two pounds of coal. Corn at 10 cents per bushel is equal to coal at \$5.11 per ton.

PATENTS GRANTED

Jos. Hirst, New London, Conn., has been granted letters patent, No. 714,199, on a gas engine.

Francois Lagoutte, Asnieres, France, has been granted letters patent, No. 714,492, on an explosive engine.

Clark Hendricks, Riverside, Cal., has been granted letters patent, No. 714,180, on an internal combustion engine.

Wm. J. Robb, Portadown, Ireland, has been granted letters patent, No. 715,148, on valve gear for explosive engine.

Jno. Hinchley, London, England, has been granted letters patent, No. 714,902, on a means for starting explosion engines.

Chauncey C. Chamberlain, Ionia, Mich., has been granted letters patent, No. 715,196 on a sparking device for explosive engines.

Francis G. Bates and Benjamin A. Williams, Philadelphia, Pa., have been granted

stantially horizontal guideways upon which slide short studs upon the door; longer studs on the lower corners of the door engaging lugs. The door is elevated and supported by means of pulleys and draft cables.

Wm. I. Mann and Norwell C. Neemes, Pittsburg, Pa., assignors to themselves and Eugene L. Messler, Pittsburg, Pa., have been granted letters patent, No. 714,812 (see cut) on a supporting roller for belt conveyors. The friction, wear and loss of power resulting from the use of solid pulleys is avoided by making the pulley in several sections each traveling at a different speed approximately equal to the part of the belt in contact with it.

John R. Trott and Simon H. Stuphin, Virden, Ill., have been granted letters patent, No. 714,623 (see cut) on a car starter. A shoe gripping the rail by two knife edges contains a channel for the passage of fluid. Close under the wheel this channel is enlarged to contain a piston, which is forced upward when the lever depresses the piston at the opposite end of the channel. The power is multiplied in proportion as the area of the piston under the wheel exceeds that under the lever.

Chester Bradford and Ridgely B. Hilteary, Indianapolis, Ind., have been granted letters patent, No. 714,358 (see cut) on a pneumatic elevator and weigher. Between the discharging head and the weighing receptacle is an intermediate guiding hopper, supported free from the weighing receptacle. The object of the arrangement is to guide the material discharged from the head in a fixed course into the weighing receptacle regardless of the position of the head or the direction in which the material issues therefrom.

William S. Cleveland and Bernhard H. Stahr, Minneapolis, Minn., have been granted letters patent, No. 714,363 (see cut) on elevator or storage bin construction. The bin is erected in the form of a vertical cylinder, and the materials of construction are brick, wire and mortar or cement. Tensile strength, which is lacking in any structure built of brick, is supplied by coils of steel wire contained in an annular recess in the outer face. The engraving given herewith shows five methods of obtaining the requisite recess in walls of different thicknesses. The wires are embedded in ce-

ment, under tension, and the strands are separated from one another to expose greater surface to the filling material.

A Corn-Husking Dog.

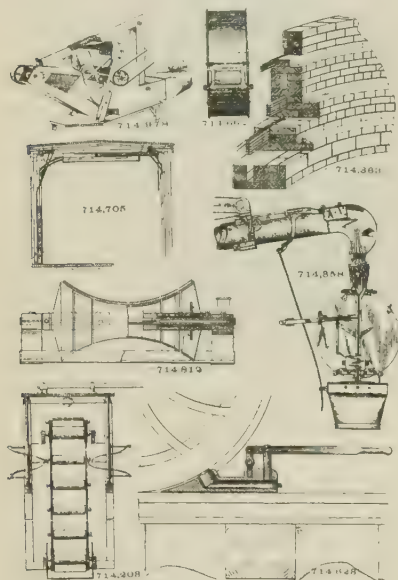
Indiana raised so much corn this year that at least one farmer has pressed his dog into service as a husker. The dog "looked pleasant" for a Chicago Tribune artist recently, hence his portrait is reproduced herewith.

The dog, which is owned by Jacob Diefenbaugh, who lives near Andrews,



watched his master husk corn for a while, then started in to help. After a little training he rendered efficient assistance and barked his delight with the job. He used his teeth in place of a husking peg and works more rapidly than the average farm hand.

Settlement of the coal strike was a sad blow to the Indiana man who has been industriously accumulating hundreds of tons of corn cobs to be sold at a fancy price during the winter.



letters patent, No. 714,848, on a gas or vapor engine.

John Vogt, Winesburg, O., has been granted letters patent No. 714,978 (see cut) on a grain conveyor. A chain conveys the grain down a trough and into the fan where it is swept up by the current of air and blown out.

Chester Bradford, Indianapolis, Ind., has been granted letters patent, No. 714,662 (see cut) on a door for housing of pneumatic elevators. An opening in the bottom of the boot is closed by a door consisting of a piece adapted to fit therein and having ears adapted to engage with other ears on the boot and retained in place by eyebolts.

Thomas J. Levy and Mont Anderson, Liberty, Arizona, have been granted letters patent, No. 714,203 (see cut) on a grain elevator. The buckets are carried by two endless chains from which taps project into engagement with two revoluble spiral cams. The cams are fixed upon vertical shafts mounted in step bearings and revolved by the gear- ing above.

David James and John A. James, Coffeyville, Kan., have been granted letters patent, No. 714,705 (see cut) on a grain door for cars. Adjacent to the doorway openings are vertical guideways, and adjacent to the roof of the car are sub-

The Proper Christmas Present

for yourself or a
Brother Grain Dealer
is a copy of

Robinson's Cipher Code

Revised Edition

Bound in Leather, with
name in Gilt Letters.
Price \$2.25, prepaid.

GRAIN DEALERS COMPANY

255 La Salle Street
CHICAGO, ILL.

SALES, SHIPMENTS and RETURNS BOOK

is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10 1/4 x 16 1/2 inches, used double. The left-hand pages are ruled for information regarding **SALES** and **SHIPMENTS**; the right-hand pages for **RETURNS**. Under **SALES** the column headings are Date, Amount Sold, Price, Grain, Terms. Under **SHIPMENTS** are Date, Car Number and Initial, Our Weights, In Bushels, Grade, Route, Rate. Under **RETURNS** are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14 contains 48 pages with room for records of about 1,400 carloads. It is bound with leatherette covers and printed on good paper. Price \$1.

No. 14 AA contains 76 pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Price \$1.75.

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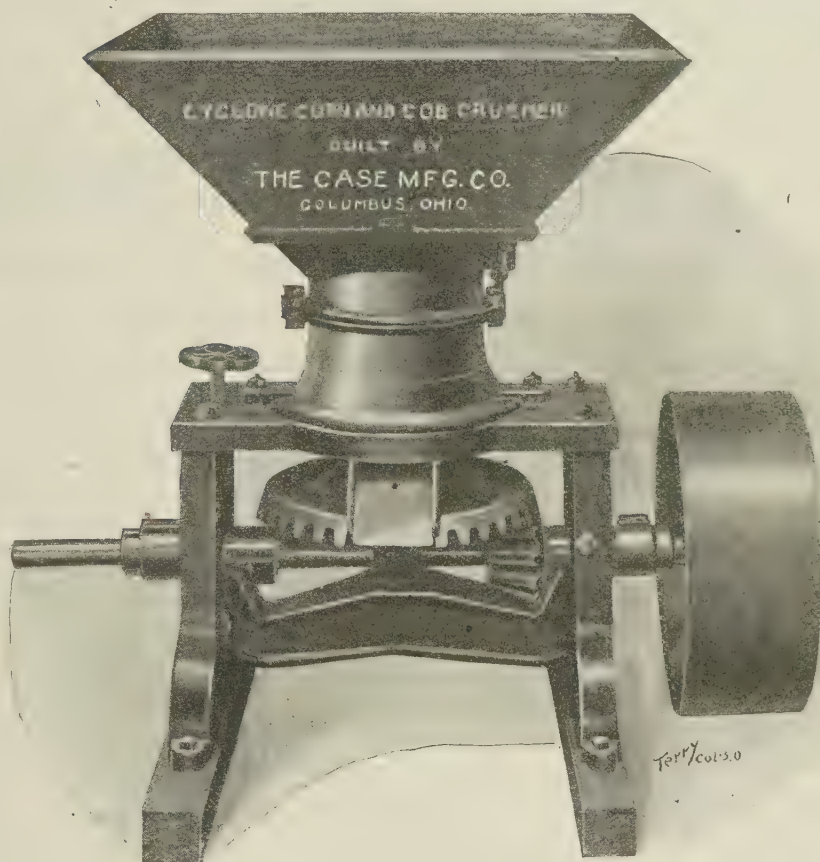
GRAIN DEALERS COMPANY

255 LaSalle St., CHICAGO, ILL.

YOU WILL

Certainly make some arrangements for the grinding of Meal and Feed to meet the ever increasing demand for these products, and when you do you will most surely want a first-class machine.

We wish to interest you enough to write us for prices on our Three Pair High Six Roller Mill as we are satisfied we can make you a customer. No machine can so well cover your requirements as the one we offer.



For a CORN and COB CRUSHER, you will surely want a CYCLONE, once you have read description and know the price.

We carry a full line of mill and elevator supplies and shall be pleased to have specifications for any of your wants.

The **CASE MANUFACTURING CO.**
Columbus, Ohio.

THE SUPPLY TRADE

Borden & Selleck Co., Chicago, will send free for the asking a catalogue describing the famous ball bearing devices in the Howe scales.

The Midland Machinery Co. has been incorporated at Minneapolis, Minn., to handle mill and elevator machinery. The capital stock is \$10,000 and the incorporators are T. K. Webster, D. Buck and H. G. Bushnell.

One of the latest advertising novelties arriving by mail is a combination pencil sharpener and brass lined 15-inch rule bearing the compliments of A. S. Garman & Sons, of Akron, O. It is sent out with each order received from old and new customers.

The American Grain Purifier Constructing Co., of Kentland, Ind., and Davenport, Ia., has brought suit against Chas. H. Requa and Requa Bros., grain dealers of Chicago, to restrain them from infringing the Cazalet patent on the process of purifying grain.

The Allis-Chalmers Co. has appointed P. W. Gates to succeed Edwin Reynolds as general superintendent. Mr. Reynolds has been made consulting engineer, and his nephew, Irving H. Reynolds, has been made chief engineer. Mr. Gates will reside at Chicago.

The Burrell Engineering & Construction Co. has been incorporated at Chicago to design and build grain elevators of any capacity in wood, steel or concrete. J. C. Burrell, the well known erecting engineer, is president and manager of the company, which has offices at 265 La Salle street.

The question of cost is by no means the most important factor in advertising. The main question is, what will the investment pay? It should not be so much a matter as to advertising rates, but, rather, what are the "pulling" qualities of the paper in which it is proposed to advertise.

The habit of exaggeration is one of the most frequently found faults in ad-writing, and nothing is more fatal to effective publicity. It is, moreover, an evidence of paucity of ideas on the part of the ad-writer. Either he is ignorant of his subject, and therefore incompetent to write about it, or else he is lacking in imagination and common-sense. Having nothing worth saying to say about the goods to be advertised, he resorts to the easy expedient of filling the space with superlatives which on the face of them are improbable, if not absurd.—Advertising Experience.

N. C. Hickcox, of Minneapolis, while in charge of the Clinton Grain Co.'s elevator at Clinton, Ia., has been working on a fire-proofing material, which he has taken out patent for, made of cement, stucco and other mixtures. Continued heavy fire losses on risks such as country grain elevators, is prompting owners and builders, as well as fire underwriters to study how the fire hazards can be reduced without materially increasing the cost of construction. Mr. Hickcox it is believed has solved the problem how to make the cost of building country elevators a great deal less than when built with wood. His material is strictly fireproof and will do away with the cost of carrying heavy insurance. As soon as the season for building country elevators begins he will be in a position to furnish this material at a reasonable price. He contemplates forming a stock company.

One of the handsomest catalogues of elevating and conveying machinery is the 1903 catalog No. 72 just issued by the Jeffrey Mfg. Co., of Columbus, O. Each of the 372 pages is embellished with one to five beautiful half tone engravings that show up superbly on the coated paper. The cuts of chain links are full size. Conveyors are shown for every purpose, and screens for any material. Six different styles of elevator boots are shown. The variety of sizes furnished is evident from the list of sheaves for manila rope transmission, where prices are quoted on nearly 40 different diameters of wheels one to nine feet, with one to twelve grooves. Shapes of more than two dozen kinds of elevator buckets are pictured. No user of grain handling machinery can afford to be without a copy of this catalogue of labor saving appliances, which may be had for the asking. Write for it.

Screenings.

The granaries of Morocco are great holes or caves.

A gas engine of 2,500-h.p. is being built by an English firm.

J. B. Weems, Iowa Experiment Station: The amount of moisture in 1902 corn varies from 29.83 to 35.24 per cent. This is quite a large amount when we compare it with the amount of water in the crop last year, which varied from 11.16 to 21.57 per cent, or the average contents for ordinary corn of about 15 per cent. The amount of protein, fat, crude fibre, ash, starch and sugar present in the corn is practically the same in the new corn and the old when compared with one another in a dry condition. The corn cobs also contain an excessive amount of moisture and vary between 49.62 and 57.29 per cent; compared with 15 per cent in the cobs grown last year.



AN ADVANCE IN PRICE OF 50% JANUARY 15TH

This Should Interest You, with Another Advance of 50% February 15th
100% ON YOUR INVESTMENT IN 50 DAYS.

Take advantage of this opportunity. It is a chance of a lifetime. Why give your Banker 100% on the earnings of your money and take 3% for yourself, when you can invest and receive several times what the banker receives from your money? **THE PEOPLE'S UNION OIL COMPANY** are now offering a block of their treasury stock (fully paid and forever non-assessable) at **TEN CENTS** per share, until January 15th 1903. The Company owns and controls **1,500 ACRES** of the finest oil lands in the States of California and Colorado. They have expended thousands of dollars in developing and buying their oil lands. One well is now down on the California property 1,100 feet and in oil. **BESIDES PRODUCING THE CRUDE OIL, THE COMPANY WILL START THE CONSTRUCTION OF A 1,500-BARREL PER DAY REFINERY IN DECEMBER. A 1,500-BARREL PER DAY REFINERY WILL EARN THE PEOPLE'S UNION OIL COMPANY NET \$105,000 PER MONTH.** Figure what this means to the stockholders in dividends from our refinery alone. This does not include the dividends that are to come from the company's wells. The Officers and Directors are all prominent and successful business men of Chicago.

THE OFFICERS AND DIRECTORS

FREDERICK SCHULTZ, President. Of the Schultz & Hirsch Co.
WILKIE P. GARRISON, Vice-President. Pres't of the Illinois-Colorado Oil, Gas & Coal Co.
MARK R. SHERMAN, Secretary. Former Vice-President of The Western State Bank.
GEO. CALHOUN, Treasurer. Western Mgr. Geo. Munro's Sons, Publishers, New York.
HENRY C. HEINEMANN, Director. Wholesale Furniture Dealer.
JOSEPH HIRSCH, Director. President of The Schultz & Hirsch Co.

Do you wish to share in the profits of this industrial company?

\$1,000 will buy 10,000 shares	\$50 will buy 500 shares
\$500 will buy 5,000 shares	\$20 will buy 200 shares
\$100 will buy 1,000 shares	\$10 will buy 100 shares

The larger your investment the larger your returns. If you had invested a few dollars in **THE UNION OIL COMPANY** at \$1.00 per share, you could have since sold it for \$1.50 per share and received at least \$100 per share in dividends each year. **THE NEW YORK OIL COMPANY** started to sell their stock at 50c per share and it kept advancing until it reached the price of \$250.00 a share. **THE KERN OIL COMPANY'S** stock originally sold at 10c per share, it has since advanced and sold at \$10.00 per share. On an investment of \$100 in **THE KERN OIL COMPANY** you could have realized \$10,000. **THE PEOPLE'S UNION OIL COMPANY** offers to-day what you were offered three or four years ago in the above companies and hundreds of others.

THESE POINTS TO TAKE INTO CONSIDERATION

Our Management is strong and will bear the most searching investigation. We own and control 1,500 acres of oil land. Enough ground for 500 wells. These wells will be put down as fast as money and men can do the work. One well is now down 1,100 feet and in oil. Our stock is fully paid and forever non-assessable. Par Value \$1.00. Dividends will be paid within a few months from our refinery and producing wells. You can purchase shares on the installment plan if so desired. We want you to look us up. **REMEMBER THE PRICE OF OUR SHARES IS NOW TEN CENTS EACH AND JANUARY 15TH THE PRICE WILL ADVANCE TO FIFTEEN CENTS EACH.** Write us to reserve you a block of these shares. Send us your address and we will forward you our prospectus. Address,

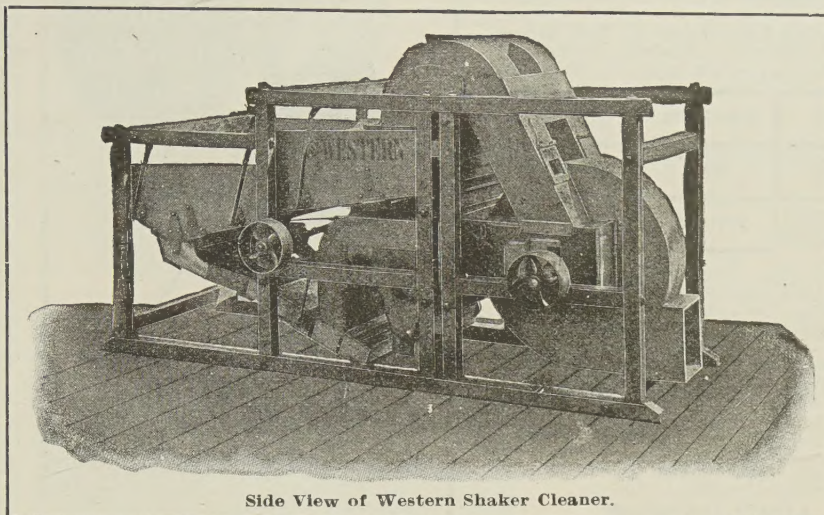
WILKIE P. GARRISON, Vice-Pres't The People's Union Oil Company,
1611 Unity Building, CHICAGO, ILL.

"Western" Shaker Cleaner

Cleans corn, wheat or oats perfectly without changing screens. Using one on your grain will insure enough better grades to pay for it.

"Western" Corn Sheller

is designed especially for grain warehousemen. It has large capacity and is well built. Its improved adjusting lever makes it possible to adjust the cylinder to any kind or condition of corn while running. Made in eight sizes. Write for catalog and discounts.



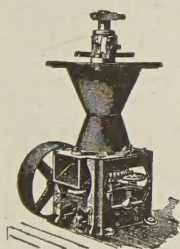
Side View of Western Shaker Cleaner.

Manufactured by

Union Iron Works,
DECATUR, ILL.

We make a specialty of the machinery and plans for modern elevators—employing a licensed architect.

Cobs are profitable



when crushed and sold for feed. Our combined machine can be used as a corn sheller or corn and cob crusher. It is a money maker.

HORTON MFG. CO.
PAINESVILLE, O.



COVER'S Dust Protectors.

Rubber Protectors, - - \$2.00
Metal " - - 1.50

Sent POSTPAID on receipt of price; or on TRIAL to responsible parties. Have AUTOMATIC VALVES and fine sponges.

H. S. COVER

153 Paris St., South Bend, Ind.

ELEVATOR
OF ALL

SUPPLIES
KINDS

CORN SHELLERS
OAT CLIPPERS
TRIUMPH
CORN & COB CRUSHERS
RECEIVING SEPARATORS
TRIMPH LINE

Send for
our Catalog
No. 7; full of good
things

Address
The C. O.
Bartlett & Snow
Company,
Cleveland, O., U. S. A.

WE ARE LARGE MANUFACTURERS OF

Steel Roofing, Corrugated Iron, Etc.

We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

SYKES STEEL ROOFING CO., CHICAGO, ILL.



Success in business is a result of buying at the right prices. Send for our prices on

SEAMLESS COTTON GRAIN BAGS

MILWAUKEE BAG CO.
MILWAUKEE WISCONSIN



LOCATIONS FOR INDUSTRIES.

The name of the Chicago, Milwaukee & St. Paul Railway has long been identified with practical measures for the general upbuilding of its territory and the promotion of its commerce, hence manufacturers have an assurance that they will find themselves at home on the company's lines.

The Chicago, Milwaukee & St. Paul Railway Company's 6,300 miles of railway, exclusive of second track, connecting track or sidings, tra-

NORTH DAKOTA.	MINNESOTA.	NORTHERN MICHIGAN.
SOUTH DAKOTA.	IOWA.	WISCONSIN.
Express Passenger Trains Fast Freight Trains Throughout	MISSOURI.	ILLINOIS.

verses eight states, which comprise a great agricultural manufacturing and mining territory.

The Chicago, Milwaukee & St. Paul Railway Company gives unremitting attention to the development of local traffic on its lines and, with this in view, seeks to increase the number of manufacturing plants on its system either through their creation by local enterprise or the influx of manufacturers from the East. It has all its territory districted in relation to resources, adaptability and advantages for manufacturing. Specific information furnished manufacturers in regard to suitable locations. Address

LOUIS JACKSON,

Industrial Commissioner C., M. & St. P. Railway,
660 Old Colony Bldg., Chicago, Ill.

Premiums on distant wheat futures are showing in all markets but New York.

Australia is said to have bought a cargo of spring wheat for shipment from New York.

The National Good Roads Association will hold its annual meeting April 26-30, at St. Louis.

Mobile, Ala., has recognized the inspection of the New Orleans Maritime and Merchants Exchange as official.

Yo How, Chinese consul general at San Francisco, Cal., says that the Chinese want American flour, and that the possibilities of the trade are enormous.

Grain dealers in towns not provided with telephones often can arrange to receive such reports at small cost by clubbing together in the construction of a private line.

Option markets will not be employed as extensively in the marketing of the corn crop as formerly. Interior shippers and buyers for export have had their fingers too badly burned.

Economy of fuel in gasoline engines requires that a fixed amount of oil be drawn into the cylinder for each explosion; a condition that obtains only in engines governed by hit or miss. Fuel is wasted in engines that are governed by increasing or reducing the flow of oil when badly over or underloaded. An engine that is a little too large for the work being done and which wastes much oil can be made to run with great economy of fuel by reducing the speed and putting a larger drive pulley on the engine shaft.

The metric system of weights and measures does not divide into the convenient halves, quarters and eighths so dear to the Anglo-Saxon mind. This because the reform was not carried far enough. The fact that man happened to be born with ten fingers does not make that number of digits the best for the foundation of a mathematical system. The decimal method if based on an eight digit foundation would be ideal. The fraction $\frac{1}{8}$, now written decimally 0.125, would be simply 0.1 in an eight digit system. Half an inch would be expressed by .4, a quart by .2 of a gallon and one peck by .2 of a bushel.



THE ALTON'S 1903 FENCING GIRL

Copyright, 1902 by C. & A. R'y.

ART CALENDAR

Four graceful poses from life; figures ten inches high, reproduced in colors. Highest example of lithographic art.

"THE ONLY WAY"

to own one of these beautiful calendars is to send twenty-five cents, with name of publication in which you read this advertisement, to GEO. J. CHARLTON, General Passenger Agent, Chicago & Alton Railway, 328 Monadnock Building, CHICAGO, ILL.

The best railway line between CHICAGO, ST. LOUIS, KANSAS CITY and PEORIA.

Famine is threatened in northern Sweden.

Commercial estimates indicate a flaxseed crop in the United States in 1902 of about 27,000,000 bushels, a record crop—Government Report.

Rice exports during the first nine months of 1902 were 360,260 pounds; compared with 266,243 pounds exported during the corresponding period of 1901.

A government agent at London wrote Washington Nov. 4: "Owing to the unusual lateness of the harvest throughout a large part of Europe and partly also to unfavorable weather for field work, the autumn sowings have been much delayed in a number of countries.

Chas. D. Snow & Co. write: One reason why Europe is hungry for wheat is because our exports since July 1 have been 15,000,000 bushels less, and from Argentina since Jan. 1, 12,000,000 bushels less than a year ago, and the amount on passage is showing a weekly decrease. It looks probable that by the time Argentina gets ready to export from the new crop—say January 15th—our visible supply will have passed its maximum and begun to show weekly decreases again. At all events, May wheat is not dear at 75 cents. The public does not appreciate the foreign demand for wheat, so whenever an exporter buys any noticeable amount the short seller calls it "manipulation."

Our exports of breadstuffs for the ten months ending Nov. 1 included 111,997,967 bushels of wheat, 7,940,739 bushels of corn, 5,158,400 bushels of oats, 3,675,909 bushels of rye and 6,502,298 bushels of barley, as reported by O. P. Austin, chief of the bureau of statistics; compared with 154,363,188 bushels of wheat, 97,446,905 bushels of corn, 23,691,562 bushels of oats, 2,419,963 bushels of rye and 6,030,601 bushels of barley exported during the first ten months of 1901. The total value of breadstuffs exported during the first ten months of this year amounted to \$152,406,265; compared with \$233,665,409, their value for the corresponding months of 1901.

MANUFACTURERS

Contemplating establishing plants in the West, should take advantage of a location on



C. & N. W. RY.

**THE PIONEER LINE
WEST AND NORTHWEST OF CHICAGO**

which reaches the famous

**WATER POWERS,
COAL FIELDS,
IRON ORE RANGES,
HARD AND SOFT LUMBER
DISTRICTS**

of the West and Northwest, and affords the best means of transportation to the markets of the world.

For further particulars apply to

MARVIN HUGHITT, Jr., E. D. BRIGHAM,
Freight Traffic Mgr. Gen. Freight Agt.
CHICAGO

Wagon Loads
Received FORM 380

For the use of country grain buyers in keeping a record of grain received from farmers.

It is 9 $\frac{1}{2}$ x 12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents, and Remarks. The book is printed on Record Line Ledger Paper and is well bound in strong board covers, with leather back and corners. Price, \$1.50.

GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

Record of Cars
Shipped FORM 385

Is designed especially for the use of country shippers in keeping a complete record of each car of grain shipped.

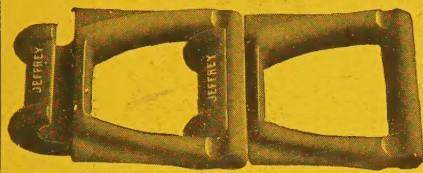
It contains 160 pages of Record Linen Ledger paper, ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9 $\frac{1}{2}$ x 12 inches and has spaces for recording the foregoing facts regarding 2,400 carloads. It is well bound in strong boards with leather back and corners. Price, \$1.50.

GRAIN DEALERS COMPANY

255 La Salle St., CHICAGO, ILL.

JEFFREY Grain Handling MACHINERY.



JEFFREY DETACHABLE CHAIN.

CHAINS, ELEVATOR BUCKETS,
SPIRAL CONVEYORS,
SPROCKET WHEELS,
SHAFTING, HANGERS,
PULLEYS, RUBBER
BELT CONVEYORS, ETC.

**OUR NEW
CHAIN
CATALOGUE
NOW READY.**

SEND FOR COPY.

We design our machinery to handle material either in BULK or package; any size, any distance.

ADDRESS

The Jeffrey Mfg. Co.
COLUMBUS, O., U. S. A.
NEW YORK. DENVER.

Clark's Decimal Grain Values.

Saves Time, Money and Prevents Errors.

It shows at a glance or with the simplest addition the cost of any quantity of grain at any possible market price and reduces pounds to bushels on the same page.

The values are shown directly from the pounds without reducing to bushels.

Quantities are shown in red figures, and values in black. The price being given at top and bottom of columns on each page.

Reductions to bushels are given in two columns, the larger showing the equivalent of the full line, or thousands, in the quantity column; the smaller the hundreds only.

The complete book comprises four sets of tables as follows:

No. 31. Oat Values 10 to 79 cts. per bushel and reducing any weight to bushels of 32 pounds. Bound in manila. Price, \$2.00.

No. 32. Corn, Rye and Flax Seed Values, 10 cts. to \$1.09 per bushel, and reducing any weight to bushels of 56 pounds. Bound in manila. Price, \$2.00.

No. 33. Wheat, Clover, Peas and Potato Values, 30 cts. to \$1.59 per bushel and reducing any weight to bushels of 60 pounds. Bound in manila. Price, \$2.00.

No. 34. Barley and Buckwheat Values, 20 cts. to 1.49 per bushel, and reducing any weight to bushels of 48 lbs. Bound in manila. Price, \$2.00.

These tables can be used for Timothy Seed at 45 pounds per bushel and for Corn in the Ear at 70, 72, 75 and 80 pounds per bushel.

No. 35. The complete book contains the four sets of tables, printed on best linen ledger paper and bound in cloth half leather. Price \$6.00 per copy.

No. 36. The same as No. 35, but printed on 80-lb. book paper. Price \$5.00 per copy.

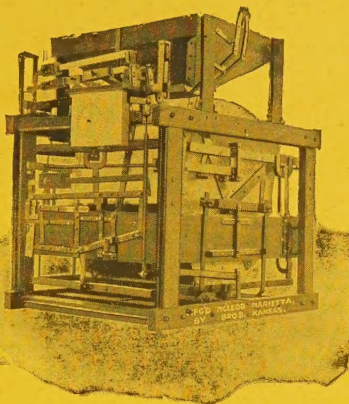
For any of the above, address

Grain Dealers Co.,
10 Pacific Ave. Chicago, Ill.

THEIR AD Brought Business

C. P. & J. LAUSON, Milwaukee, Wis.:

Please discontinue our ad. of engines for sale in the Journal. Our ads in your Journal were very effective.



THE McLeod Automatic Weigher

Does not require the constant attention of one man.

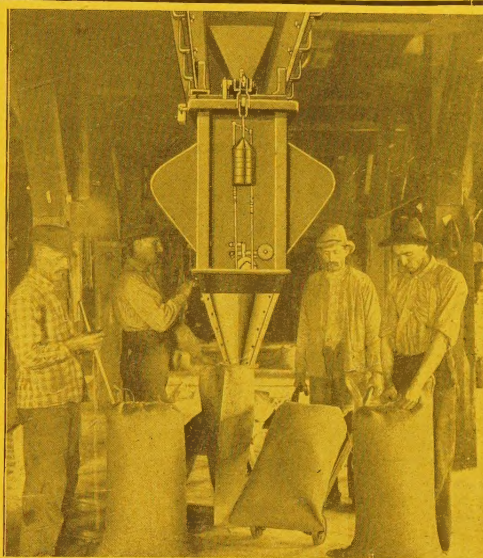
It does its work accurately and can be relied upon for

CORRECT WEIGHTS

Write for Catalog to

W. T. EATON MFG. CO.,

4 Sherman Street, CHICAGO, ILL.



A Perfect, Simple and Reliable

Automatic Grain Scale

Write us for catalog and references.

Union Scale & Mfg. Co.

84 Market St., Chicago
27 Jessie St., San Francisco

WANT ADS....

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade.

If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.

2 JOURNALS FOR \$2

HAY—GRAIN

Dealers engaged in handling hay as well as grain will profit by subscribing for journals devoted exclusively to the interests of each trade.

The Hay Trade Journal is published weekly at Canajoharie, N. Y., by Willis Bullock, for \$2 per year. The Grain Dealers Journal is published on the 10th and 25th of each month for \$1 per year. Regular dealers can get both Journals one year by sending draft or express order for \$2 to

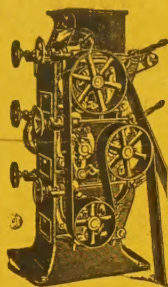
GRAIN DEALERS JOURNAL

255 La Salle Street

CHICAGO, ILL.

GRAIN DEALERS JOURNAL

Corn and Feed Mills



4 Roll and 6 Roll
Gear or Belt Drive
for Slow Roll.

It...
Pays

to have one
in connection with
an elevator,
and to have the
BEST one.

Ours has no equal in STRENGTH, DURABILITY,
EFFICIENCY, CONVENIENCE, CAPACITY, and
QUALITY OF WORK.

Several Sizes. Prices Very Reasonable.

Allis-Chalmers Company,

GENERAL OFFICES:
CHICAGO, - ILLINOIS.

What's the Use

Of trying to get along without

**DAY'S DUST COLLECTING
SYSTEM**

When it will handle your dust and
refuse automatically, and give
you a CLEAN Elevator.

It will give you the best safeguard
against FIRE.

It will save labor. It will save in-
surance. It will save time and
money. It will pay for itself many
times over. Any valid reason why
you should not have it?

POSTAL FOR THE NEW BOOKLET, "DUST
COLLECTING AND FUEL FEEDING."



That's DAY'S
Dust Collector.
There is no other like it

H. L. DAY

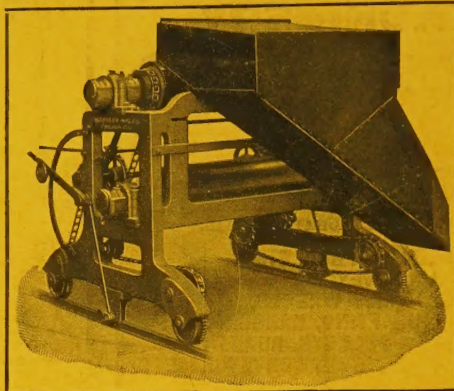
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1122-26 YALE PLACE
MINNEAPOLIS, MINN.

WEBSTER M'F'G CO.

Established 1876.

Incorporated 1882.



ENGINEERS, FOUNDERS AND MACHINISTS.

Manufacturers of Up-to-Date

**Grain Elevator and Power Trans-
mitting Machinery.**

Our New Catalogue "M" of Elevating and Conveying
Appliances will be sent upon application.

GENERAL OFFICE AND WORKS:

1075-1097 WEST 15th ST., CHICAGO.

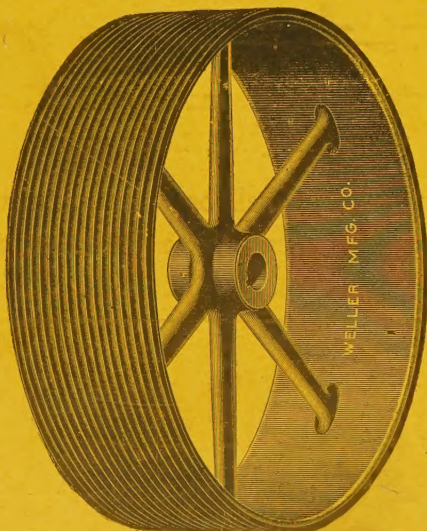
EASTERN BRANCH:

38 DEY STREET, NEW YORK CITY.

WELLER MANUFACTURING CO.

MANUFACTURERS OF

**GRAIN HANDLING AND POWER
..TRANSMITTING MACHINERY..**



GRAIN ELEVATOR SUPPLIES OF EVERY DESCRIPTION.

NEW CATALOG, No. 17, OF 400
PAGES SENT ON APPLICATION

**GENERAL OFFICES: 118-126 NORTH AVE.,
CHICAGO**

Branch Office: 323 Powers Building, Decatur, Ill.

You Know and We Know

But 15,000 regular Grain Dealers, all prosperous
men, don't know that you are in business.

THE GRAIN DEALERS JOURNAL can help you secure desirable
business. Write for advertising rates to the

GRAIN DEALERS CO., 10 Pacific Ave., CHICAGO.

THE VALUE OF AN ADVERTISEMENT

Depends upon placing it be-
fore the right persons. You
can get your advertisements
before the grain dealers of the
country by using this space.